

Recovery not finished yet, says Lawson

By David Smith, Economics Correspondent

There will soon be a vigorous resumption of growth in the British economy...

recovery - whose end has been regularly predicted every year since the recovery began in 1981 - may at long last really be petering out...

balance of payments will not restrain growth. But the Society of Business Economists, in a report published today, says that the current account surplus will disappear after this year...

Mr Lawson: Prediction of stronger growth. The visible trade deficit narrowed by more than £1 billion to £191 million...

Some are even asking whether the British economic recovery...



Despite yesterday's stormy weather, a bright smile from under the Princess of Wales's umbrella when she visited an agricultural show in Ipswich.

Chernobyl injured total 1,000

Moscow (AP) - The Soviet news agency Novosti yesterday indicated that as many as 1,000 people were injured in the Chernobyl nuclear disaster...

Ulster may return to direct rule

Government ministers are preparing for a lengthy period of direct rule as the latest attempt to get a devolved government in Northern Ireland looks set to end with the dissolution of the Assembly...

Tomorrow Fit for sport. Which sport makes you fittest? - the research that answers a continuing athletic debate.

Portfolio Gold. The Times Portfolio Gold daily competition prize of £4,000 was won outright yesterday by Mr T.A. Helffer of Bognor Regis.

Howe UN call. Sir Geoffrey Howe, the Foreign Secretary, told the special UN session on Africa that the richer nations must help Africa to help itself.

Review results. The University Grants Committee's first review of the quality of research in universities in Britain has revealed wide differences and varied reactions.

Pit pay case. British Coal is to contest an industrial tribunal ruling that it had unfairly paid more money to miners belonging to the Union of Democratic Mineworkers at a Leicestershire pit.

India firm. Mr Neil Kinnock, after meeting Mr Rajiv Gandhi, said there was no possibility of India withdrawing from the Commonwealth over South Africa.

Table with 2 columns: Home News, Overseas, Sports, etc. and 2 columns: Diary, Features, Law Report, etc.

Treasury faces councils battle

The Treasury is facing a big battle to hold down local authority spending. However, the Chief Secretary to the Treasury, Mr John MacGregor, is determined to stick within the Government's targets...

Labour lead put at 8%

The Labour Party was given an 8 per cent lead over other parties, enough to form a government with an overall majority, according to the latest opinion poll figures released yesterday (Sheila Gunn writes).

Swan Hunter fears 1,000 redundancies

Swan Hunter, the Tyneside shipyard, is considering making 1,000 employees redundant in the next two months. The company blames the failure to win the £130 million order for a naval support ship which went to Harland and Wolff in Belfast.

Bar 'determined over legal aid fees issue'

The Bar is determined to press the Government to a satisfactory resolution over the "crucial" issue of criminal legal aid fees. Mr Robert Alexander, QC, chairman of the Bar, said yesterday...

Fans start rush for Mexico Cup trips

British travel agencies have been struggling to cope with an exceptional number of late demands from football fans to watch the World Cup which begins in Mexico City on Saturday...

Police will use water cannon

Police would be prepared to use water cannon against rioting mobs on the streets of London and fire plastic bullets if necessary, Sir Kenneth Newman, Metropolitan Police Commissioner, said yesterday...

Moscow says US lied on Salt 2

Tass, the official Soviet news agency, yesterday accused the White House of resorting to "a pile of lies" in an attempt to justify breaking the unratified Salt 2 nuclear arms limitation treaty...

Warsaw: Poland and Czechoslovakia accused the US of seeking military superiority over the Soviet Union

Warsaw (AP) - Poland and Czechoslovakia yesterday accused the US of seeking military superiority over the Soviet Union since their encouraging summit meeting in Geneva last November...

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Vertical text on the right edge of the page, including page number 13 and various small notices.

Tribunal backs NUM over pay increase to miners in rival union

By Craig Seton

The National Union of Mineworkers yesterday won an important test case when an industrial tribunal ruled that British Coal, formerly the National Coal Board, had unfairly paid more money to a minority of miners belonging to the rival Union of Democratic Mineworkers at a pit in Leicestershire.

The NUM's victory is an embarrassment to British Coal, which said immediately after the hearing it would appeal against the decision to the Employment Appeal Tribunal. It is also a bitter blow to the moderate UDM, 3,000 of whose members are still not receiving a £5.50 a week pay rise the new union negotiated last November.

The NUM had alleged at the industrial tribunal in Leicester that British Coal had deliberately sought to encourage membership of the UDM by paying the rise to the new union's members at Ellistown colliery in Leicestershire, although they were outnum-

bered by NUM members, who did not receive the extra money.

Mr Jack Jones, the NUM's Leicestershire general secretary, took action against British Coal under the Employment Protection Consolidation Act, 1978, claiming that the purpose of the pay rise was to deter or prevent membership of the established union.

Mr Jones yesterday hailed the result as an important victory and said: "Justice has been rewarded throughout the British coalfield."

The tribunal was told that the Ellistown dispute arose out of the bitter conflict between the NUM and the emerging UDM after the year-long miners' strike.

Leicestershire miners voted to remain within the NUM, and in a ballot at Ellistown, men voted by 191 votes to 173 to remain with the established union.

Within days, however, after a meeting between Mr Ian

MacGregor, chairman of British Coal, and Mr Roy Lynk, the UDM's general secretary, the pay rise was paid to the UDM men at Ellistown, although previously British Coal had paid it only where members of the new union were in a majority in their workplace.

Mr Chris Goodchild, chairman of the tribunal, said that British Coal had changed its policy, and "even-handedness disappeared". The tribunal had not been satisfied by the explanation for the payment of the rise, and British Coal had clearly departed from a sensible policy.

He said that NUM members at Ellistown "have been penalized and subjected to a disadvantage". He accepted that the decision would be controversial, and might have to go to a higher court.

Mr Goodchild said that the rise at Ellistown had been paid at a time when the UDM was concerned about its position and its membership. "They were expressing concern at not getting sufficient support from the coal board. Their drive for membership had slowed down. They were disenchanted."

He added: "Was the purpose to encourage individuals to join the UDM or was it to discourage miners from being members of the NUM? Or was it a mixture?"

The UDM was formed by moderate miners' leaders, disenchanted with the leadership of Mr Arthur Scargill after the strike. It now claims about 40,000 members.



Mr Jones yesterday with the miners who brought the case. Mr Peter Ridgway (left) and Mr Paul Fairbrother (right).



Sir Kenneth Newman yesterday: Prepared to use water cannon and plastic bullets.

Met will use water cannon

Continued from page 1

streets and too powerful because the jet is capable of overturning a car. They would also be vulnerable after their tanks were emptied which takes about four minutes at full flow.

But they could be used in disorders in large open spaces where a meeting or march had got out of hand. In a Commons written answer earlier this year a Home Office minister said the cannon could be used with a dye.

In his report Sir Kenneth also warned of the dangers of disaffection with authority and criticism of the police which might turn the service in on itself. The result would be "concentration on a 'war' rather than a 'service' model, with blurring of the boundaries between the civil police role, the Army role and that of some third force."

Last year at Brixton and Tottenham such a blurring had taken place for a few hours. There was a danger in policing on a "war footing" but

Sir Kenneth argued against the creation of any third force as exists in France.

Sir Kenneth said yesterday that despite the increase of 1,200 men given to his force last week, the manpower shortage in London was so serious that street patrols had become "worryingly thin."

There were now only 10 or so officers to provide cover for 60,000 to 70,000 Londoners at a time when street robberies had grown more violent.

But the cost of at least some policing in areas like organized crime might be reduced by expanding the idea of seizure of assets.

Sir Kenneth said his call to the Home Office for over 3,000 more officers had been an "honest, objective... very conservative" assessment of police needs in London.

To make one officer available on the streets 24 hours a day, seven days a week required a total of 5.4 officers to cover all the shifts, rest days and other duties.

Deadlock on post pay talks

By Gavin Bell

Trade union leaders representing 150,000 postal workers throughout the country will consider industrial action today after reporting no progress in the latest round of pay negotiations yesterday.

After the two-hour meeting an informed source said that Mr Alan Tiffin, general secretary of the Union of Communication Workers, would be telling his executive today that he had no progress to report.

The union voted at its annual conference last week for a ballot on industrial action if the Post Office's present offer was not improved, and the source said that this mandate would be discussed at the executive meeting. It would be up to Mr Tiffin and his colleagues to bargain or to ballot.

The Post Office said that its offer would increase basic rates by 5.25 per cent, but that "changes in the earning structure" would limit the overall pay bill to 4.8 per cent.

Before entering yesterday's talks, Mr Tiffin said: "We are looking for a substantial improvement. We anticipate Post Office profits being at a record level for the last year."

Ulster may return to direct rule

Continued from page 1

The agreement at Hillsborough last November.

An overwhelming majority of people in Britain want Northern Ireland to find a future outside the United Kingdom according to an opinion poll conducted on the mainland.

Only 26 per cent want the province to remain part of the UK, while 24 per cent wish it to be part of the Irish Republic and 35 per cent an independent state.

The findings of the Gallup Poll conducted among 1,096 people in England, Wales and Scotland but excluding the province, reflects the lack of interest on the mainland with the north and its seemingly intractable problems.

The poll, conducted for tonight's *Brass Tacks* programme on BBC2 television, shows that 47 per cent approve of the agreement giving Dublin a role in the affairs of the north, 32 per cent are opposed, 14 per cent don't know and 6 per cent don't care.

But 48 per cent of those questioned said any referendum on the future of the north should be held only in the province.

Change in thinking, page 10

Kinnock trying to 'buy votes'

By Our Political Correspondent

Mr Neil Kinnock was yesterday accused of putting race relations at risk in an attempt to "buy votes" with an undertaking that Labour would repeal the 1971 and 1981 immigration and nationality laws.

Mr John Wheeler, a senior Conservative member of the Commons home affairs select committee, said that the Labour leader's promise, made during his visit to India, opened up the prospect of an escalation of primary immigration.

He said: "I believe it will do immense harm to race relations in Britain."

Labour has already promised that it will replace the existing Acts with non-racial and non-discriminatory legislation, but the speed and strength of Conservative reaction to Mr Kinnock's latest statement suggests that immigration could well become one of the more controversial battlegrounds of the next election campaign.

Mr Wheeler said yesterday that Labour was threatening to send primary immigration "rocketing back to 100,000 a year or more", and opening up "the possibility of endless immigration for years to come."

The Government, he added, had managed to get immigration off the political agenda. "Presumably, Mr Kinnock is seeking to buy votes in the ethnic minority community, and will put the whole future of race relations in jeopardy for those votes."

Mr Wheeler also raised the question of the six million British subjects in Hong Kong whose future had been settled by the British Nationality Act. "If that is repealed, it throws the whole issue back into the melting pot."

He said that Mr Kinnock's statement was "an inexcusable adventure for the short-term pretence of buying votes."

Leading article, page 11

NGA chief fails to stop case

The case against Mr Tony Dubbins, the print union leader arrested two months ago outside News International's printing plant at Wapping, east London, must go ahead, magistrates ruled yesterday.

He is accused of obstructing the highway during a demonstration.

The hearing at Thames Magistrates' Court was adjourned last week after Mr Geoffrey Robertson, counsel for Mr Dubbins, argued that as a result of police action in blocking off Glamis Road and diverting traffic from 9.30pm it had ceased to be a highway for the purposes of the law.

Mr Peter Badge, the magistrate, adjourned the case for a week to consider whether it should be dropped.

But yesterday he said: "In my judgement, Glamis Road at the material time remained a highway and accordingly I reject the submissions and rule that there is a case to be answered."

It will be heard on June 27. Mr Dubbins, aged 41, general secretary of the National Graphical Association, was given unconditional bail.

Mr Badge considered the law in relevant cases and said it had not been directly decided by those cases whether a highway ceased to be a highway when free access to it was restricted to a class of people, and not the public at large, by police action.

In all the cases considered, where a highway had been deemed to cease to be a highway there appeared to be a degree of finality, in that a decision was made by a court.

There was no evidence here that there had been court or analogous proceedings, he said.

Mr Dubbins said afterwards: "What comes through from the decision this morning is that the whole legal position is somewhat unclear in that area, and we ourselves very clearly now have to give some consideration to whether to prosecute this particular matter to appeal."



Kate Benjamin, aged 24, at Land's End yesterday before setting out with her Welsh cob, Hector, on a 1,400-mile ride to John O'Groats, which will take three months. Miss Benjamin, from London, hopes to raise £10,000 for the Third World charity, Intermediate Technology.

Labour to disband defiant branches

By Anthony Berins Political Correspondent

Labour's national executive is expected to disband Liverpool constituency parties which defy last week's decision to expel a number of leading supporters of the Trotskyist Militant Tendency.

The Garston constituency party has passed a resolution rejecting the executive decision to expel Mr Tony Mulhearn, one of its local party members. The resolution condemned the decision as "insane".

Mr Mulhearn was allowed into the Tuesday night meeting in direct defiance of a warning from Mr Peter Kilfoyle, the party's regional trouble-shooter, and he was given a standing ovation by rank-and-file party members.

Members of the Liverpool party, in the Liverpool Mossley Hill constituency, also voted to defy the executive expulsion of Mr Ian Lowe, the Militants' trade union co-ordinator in the city.

But party officials gave warning last night that any confrontation between the national and local parties could result in a withdrawal of funds.

One official said: "Any constituency party gets most of its money from affiliation fees. Trade unions would refuse to recognize them, once they are disbanded by the Labour Party."

There was no doubt among Labour MPs last night that Mr Neil Kinnock would follow through his programme of expulsions, with party disbandments if necessary, in order to show the firm smack of leadership which is evidently favoured by potential Labour voters.

Mr Kinnock has made clear his determination to clear out the leadership of Liverpool's Militant "maggots" and has given every indication that he will proceed with patience and care in completing a task which is fraught with legal dangers and potential challenges in the High Court.

But as Mr David Steel, the Liberal leader, has already pointed out, the ultimate question is whether the voters are going to be satisfied with limited purges.

Docks sale is illegal, says Lord Denning

The Government's Bill to privatize management of the royal dockyards is illegal, Lord Denning, former Master of the Rolls, said yesterday.

The Government has invited tenders for Navy dockyards at Devonport in Plymouth, and Rosyth, Fife. But Lord Denning, aged 87, who toured Devonport yesterday, with Plymouth councillors opposed to government plans, said the Bill could be challenged by any dockyard worker.

He said the Government had gone wrong in separating the dockyard from its workforce contrary to European Law. "The Government has omitted to have regard for European law. It is not possible to sell the dockyard without its workers."

"It is like a beehive. You cannot sell a hive without its bees or bees without their hive."

He later said he was marshalling opposition in the Lords to the Bill. "No one had looked very closely at the legal implications of the Bill until I studied them in the House of Lords library."

Kerb crawling appeal lost

A Conservative county and borough councillor in Staffordshire lost his appeal at Dudley Crown Court yesterday against a conviction for kerb crawling imposed by Wolverhampton magistrates last February.

Judge Frank Bennet-Hassett told Alan Harris, a building society manager, of Clevedon Road, Stafford: "We are quite satisfied there were two separate cases of an approach by you to women, and we do not believe your diverse and varied explanations for your extraordinary behaviour."

Harris was ordered to pay a maximum of £250 costs.

Missing wife's diary found

Police searching for Mrs Anne Lock have found her diary and telephone book in undergrowth half a mile from Brookman's Park railway station in Hertfordshire which she would have used on her way home.

Police say there were no signs of a struggle near where either item was found and they now plan to search a lake near where the articles were found.

'Hot line' for fugitive

Police have appealed to Tony Harlow, who disappeared after four shooting incidents in Dudley, West Midlands, to surrender his pistol and contact them.

There is a special telephone "hot line" for Mr Harlow, aged 23, to use. He disappeared on Sunday after a shooting incident in a public house and is now believed to be hiding with friends.

Revolt topples Glasgow chief

Mrs Jean McFadden was deposed as leader of Glasgow City Council's ruling Labour group yesterday by Mr Pat Lally in a backbench revolt.

Mrs McFadden, who led the group for nine years, was defeated by 30 votes to 27 in a secret ballot. There had been growing unrest over her style of leadership and the administration's centralized control.

Service for Lord Shinwell

A memorial service for Lord Shinwell, who died on May 8, aged 101, is to be held in the Palace of Westminster's Grand Committee Room on June 19.

Mrs Margaret Thatcher, members of the Cabinet and many of Lord Shinwell's former colleagues from both Houses of Parliament have been invited.

Suspect freed

One of three men held for questioning over the multi-million pound art theft last week from the home of Sir Alfred Beit, at Blessington, Co Wicklow, in the Irish Republic, was released early yesterday. The other two were being questioned by detectives at Mallow, Co Cork.

Police trial

A police inspector accused of wounding Mrs Cherry Groce with a gun at her home in Brixton, south London, last year was yesterday committed for trial at the Central Criminal Court by Bow Street magistrates. Douglas Lovelock, aged 42, was allowed unconditional bail.

Heart setback

Paul Worthington, aged six, of Mickleover, Derby, the youngest-ever heart transplant patient at Papworth Hospital, near Cambridge, is back in the intensive care unit after a slight setback. The hospital said his condition was stable but not serious.

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BY SUSANNA SMITH

Oxfam works with poor people in their struggle against hunger, disease, exploitation and poverty in Africa, Asia, Latin America and the Middle East through relief, development, research and public education.

Irish Sea gas rig evacuated

Experts from British Gas were yesterday investigating cracks in the Irish Sea, after 350 workmen were airlifted out on Tuesday.

The cracks were seen two weeks ago in the legs of the rig, part of a six-platform gas field in Morecambe Bay.

Now 30 of the men will be flown in daily to continue final construction work on the £1.3 billion field's platforms. The rest will be laid off until the investigation is completed.

The rig, built by Cammell Laird, of Birkenhead, has been in service since last January. Its legs can be jacked up and the rig moved from site to site, unlike the other Morecambe Bay platforms, which are permanently in place.

The cracks were noticed in the jacking mechanism of its legs as the rig was moored alongside one of the platforms.

British Gas said: "We decided things had gone far enough and as a sensible precaution we took the men off."

There are still 390 workers on board other platforms in the field.

Police warning against student high jinks

By Robin Young

The head of the Oxford police force has written to all 12,000 students at Oxford University, warning them against excessive celebrations at the end of their examinations.

Chief Superintendent John Goodenough says that while he quite understands the end of examinations might occasion some joyful relief and a desire to let off steam, what happens now is more like hooliganism. In a circular dispatched by the University proctors' office, he sternly warns that a conviction for obstruction or other public order offences could blight career and travel prospects, regardless of examination results.

Candidates and their friends have traditionally gathered outside the University Examination Schools in the Oxford High Street to drink champagne, shower confetti and perform handstands at the conclusion of their trial by written papers.

But frolics once observed tolerantly by two bowler-hatted proctors' bulldogs and groups of wryly amused townspeople now require the attendance of up to 20 police officers and have brought a sharp rise in complaints from members of the public who have been doused in champagne, hit with bottles, bombarded with flour bombs, squirted with sticky foam from aerosols, or simply caught in traffic jams caused by celebrants in the street.

The city engineers' department has an increasingly difficult job clearing up afterwards, and both proctors and the police have been increasingly concerned at the annoyance caused by the students, Chief Superintendent Goodenough said.

In March, rush-hour traffic was held up by 140 first-year students who poured out of the examination building at the end of preliminary examinations to be greeted by 50 supporters brandishing bottles, bouquets and mascots. The numbers at the end of next month's finals will run into hundreds.

The chief superintendent urges the students to follow the proctors' advice and return directly to their colleges to celebrate without aggravating the citizens of their host city and its visitors.

Head teachers' annual conference

Parents are blamed for children who start school unable to speak

By Lucy Hodges, Education Correspondent

Some children can hardly speak when they start school because their parents do not talk to them at home, the president of the National Association of Head Teachers said yesterday.

No confidence in government policy

By our Education Correspondent

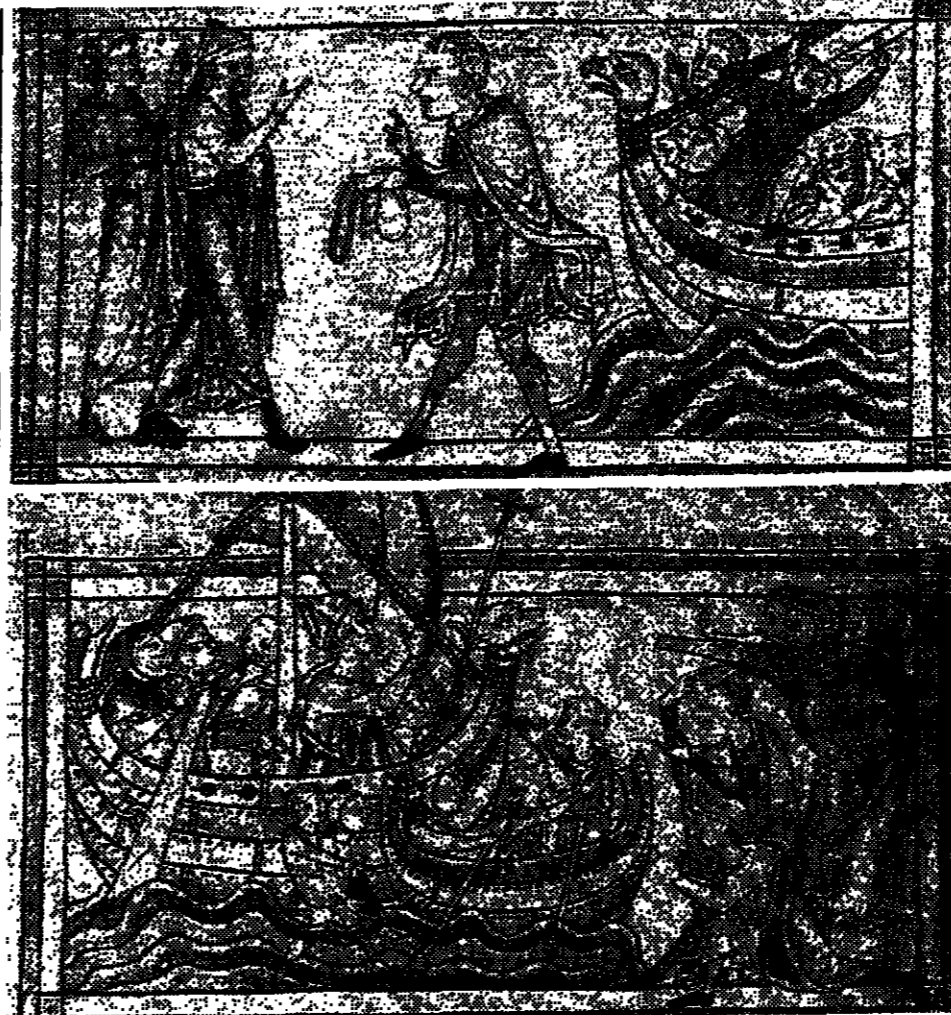
Head teachers yesterday demonstrated their opposition to the Government's education policies with a unanimous vote of no confidence at their annual conference in Cardiff.

Parental responsibility for their own children must be top priority, she added. "Far too often children are left abandoned to their own devices in homes both affluent and poor.

The early years were crucial to a child's development, she said, and the influence of a secure home was of the utmost importance.

The ease of obtaining divorces and re-marriages contribute to children being at risk.

Mrs Leake, head of Four Dwellings Junior School in Birmingham, called for heads to be given the same respect for their professionalism as doctors.



The illustrations above are from the surviving pages of a thirteenth century manuscript telling of the life and death of St Thomas Becket, the Archbishop murdered in Canterbury Cathedral in 1170.

The story, in Anglo-Norman verse, is believed to be the work of Matthew Paris, a monk at St Albans Abbey who wrote lives of four other English saints.

Kasparov attacks the chess 'Mafia'

By Raymond Keene, Chess Correspondent

Gary Kasparov, the world champion, has lashed out again at World Chess Federation officials, describing them as "an international chess Mafia".

The Soviet champion, aged 23, maintained his reputation for outspoken comment at a press conference after his Goldmark Books simultaneous display against the England Youth Team on Tuesday.

Kasparov added: "It is only in England where all chess officials and grandmasters are free of this."

Kasparov's score of 11 wins, 6 draws, 3 losses narrowly bettered that of his archrival, the former champion Anatoly Karpov, who scored 9 wins, 8 draws, 3 losses against similar opposition two years ago.

Table with chess statistics: White-Kasparov, Black-Morris, and a list of moves.

COMMENTARY



Geoffrey Smith

Mrs Thatcher has been lining that she may not call the next general election before July 1988. This would be very dangerous, according to the conventional wisdom.

A Prime Minister who allows a Parliament to run its full term becomes boxed in. There is no room for manoeuvre if disasters occur, such as James Callaghan's winter of discontent in 1978-79.

Only Mr Callaghan lost ground through his caution, and it is on his example that today's conventional wisdom is based. But Mr Callaghan did not merely delay. He gave every impression of dithering.

Consternation at anti-climax

But it was widely assumed that he would be. The trade union leaders were raring to go. On the day of the announcement that there would be no autumn election Mr Row Hayward, the Labour Party general secretary, had his staff around him in his office at Transport House awaiting their marching orders from the Prime Minister on television.

There was consternation at the anti-climax. Mr Callaghan may have fooled his opponents, but he had also dismayed his supporters. He had already undermined confidence even before he was struck by the winter of discontent and then by the Scottish and Welsh referendums on devolution.

Something may always turn up

But the most relevant example for Mrs Thatcher was surely provided by Sir Alec Douglas-Home. When he became Prime Minister in October 1963 Gallup put Labour 11 points ahead. That clearly precluded an immediate election. It was possible for that Parliament to run for another year, so the effective choice lay between June and October 1964.

But Sir Alec records in his autobiography that he was warned by the party chairman, Lord Blakenham, that the Conservatives were likely to lose by 60 to 70 seats in June. So Sir Alec announced early in April that the Parliament would run its full course.

With uncertainty removed, he went on to lose the election only very narrowly - Labour having an overall majority of no more than five seats. It was a defeat, but a remarkable recovery. Had he gone earlier he would probably not have done so well.

It is worth remembering that Harold Wilson in 1970 and Edward Heath in 1974 both plunged to unexpected defeat by calling an election earlier than necessary. The lessons for Mrs Thatcher seem to me clear. There is no point in going to the country before she has to unless she sees a clear opportunity for victory. Something may always turn up to help her or damage the opposition. But it is essential for her to avoid any expectation of an early election building up. The Iron Lady cannot afford to appear to be wobbling on the brink.

The coloured pictures, on vellum, show Becket about to leave France, where he was in exile, but being warned not to go by an agent of the Count of Boulogne, and show him arriving at Sandwich.

The story, in Anglo-Norman verse, is believed to be the work of Matthew Paris, a monk at St Albans Abbey who wrote lives of four other English saints. The manuscript, dating from 1230-40, was banned from England by Henry VIII in 1538, along with all other works about Becket.

The Bar Conference

Divorce 'can lead to big tax saving' Changes in patent laws attacked

By Frances Gibb, Legal Affairs Correspondent

By a Staff Reporter

Substantial tax savings can be made when couples divorce by splitting the household's income, Mr Andrew Park, QC, told barristers attending a discussion on family law at the Bar conference in London yesterday.

The figures could be quite dramatic, he said. If a husband's income was £30,000, he could find himself paying £9,660 to the Inland Revenue on his divorce.

But if income was split equally between himself, wife and a child, each of the three would be liable only to £2,223 tax, which totalled £6,669.

To achieve the same effect through maintenance payments, the husband would give £10,000 a year to his wife and the same to his child. Each of them would be liable to £2,223 tax, and the husband could set his outgoings of £20,000 for tax deduction purposes against his income, reducing the amount liable to tax to some £10,000 and his tax bill to £2,223.

But Mr Park gave a warning against certain pitfalls which must be avoided if this arrangement was to work. Payments must be annual payments, and they must be by court orders. Voluntary payments were not eligible for tax relief, nor was the recipient liable to pay tax.

"The moral is that if one wants to achieve tax efficiency in the maintenance of a former wife, make it legally binding in some form; and they must be annual, although they may be paid by more frequent instalments."

Two senior barristers yesterday attacked proposed changes to be made to the laws of copyright and patent.

Mr Robin Jacob, QC, and Mr Hugh Laddie, QC, said urgent changes needed to be made to the existing laws, but that government proposals fell short of the needed reforms and in some instances made matters worse.

In dealing with copyright law, Mr Laddie told the last day of the Bar Conference that the White Paper, Intellectual Property and Innovation, created problems in its attempt to cure existing ones.

He cited other discrepancies in design protection, where he explained that the designer of a teapot, for instance, would enjoy 25-year copyright protection, but the inventors of a new pharmaceutical or electronic product would be protected for only 20 years.

He believed that new legislation would also result in less sophisticated and long-term research and development projects.

Because manufacturers would enjoy only a five or 10-year monopoly on a new design, he predicted a boom in the poorly made trivial items with short life-spans, and a decline at the more sophisticated end of the market.

Mr Laddie concluded by saying that there was no suggested legislation to curb copyright pirates and foresaw increasing confusion in industry that would in turn probably generate more litigation.

For his part, Mr Jacob launched an equally damning attack on the White Paper and its proposed reforms for the laws of patent.

The paper suggests transferring patent litigation from the High Court to the Patent Office, which would become a quango, to cut down on time and costs now incurred in the courts.

But Mr Jacob was adamant that the reforms would not reduce costs, time or effort in patent action, and predicted that the new laws would be "harmful".

"Civil Servants, who are well experienced in matters of patent, have little knowledge of legal and commercial matters and I don't know how they would cope," Mr Jacob said.

He predicted that international companies, which now fight patent cases in British courts, would go elsewhere and said the new legislation could open loopholes to the "villains of the industry".

The reformed Patent Office would also be expected to pay for itself, and Mr Jacob asked how savings could be made.

"I doubt if it can operate more cheaply than the High Court and a better and faster result is doubtful," he said.

Mr Jacob noted that the laws governing patent were a century old and needed immediate reform, but the projected changes were poorly thought out and unsatisfactory.

Minister's 'green' strategy

By Our Political Staff

Mr William Waldegrave, Minister of State for the Environment, set out yesterday to justify the British approach to conservation when he launched a report, Conservation and Development: The British Approach, on the Government's attitude to environmental issues.

"We ignore conservation at our peril," he said, replying to the world conservation strategy, which has urged all governments to evolve policies of "sustainable development" and so help prevent outbreaks of famine and other calamities.

"Concern for living resources," he said, "must not become one of the basic assumptions by which all communities - local, national and international - live."

He set out his approach as recognizing: the importance of knowledge and a strong science base, coupled with an awareness of our ignorance; the need to involve people to recognize their interests and aspirations and to obtain their willing co-operation; the need for balance and the avoidance of extremes. He is planning to speak on conservation and industry at a conference in Ottawa, Canada, next week to review the strategy.

Swimsuit man must face trial

By Patricia Clough

A Briton who spent nearly two weeks in a Spanish jail for wearing transparent swimming trunks was yesterday advised to return to Spain next week so that he can be sentenced formally to a three-month term of imprisonment.

Mr Ralph Appleby, aged 34, of Cheltenham Road, Alton, Derby, said: "I bought the white swim trunks in a chain store in Derby and I had no idea they would become transparent in the water."

Mr Appleby has received a letter from Mr Tim Eggar, Parliamentary Under-Secretary of State in the Foreign Office, which said: "Mr Appleby's lawyer has just advised the Consulate that the public prosecutor is asking for a sentence of three months, plus a fine of 30,000 pesetas (£140)."

"According to the lawyer, even if Mr Appleby were to be found guilty, he would not actually have to serve a term of imprisonment. If Mr Appleby does not appear for the trial, he would lose his bail money and would probably be in contempt of court, with a consequent risk of imprisonment should he return to Spain in the next five years."

Widows regret sale of home

By Patricia Clough

Most widows who sell their homes after their husbands die later regret doing so, according to the Survival Guide for Widows.

"People who say to the newly-bereaved, 'You won't want to go on living here with all those memories', don't, literally, know what they are talking about," the book, published jointly by Age Concern England and Cruse, the national association for widows and their children, said.

It said 550 wives became widows in Britain daily, compared with 245 husbands who become widowers. Widowhood is the most common single personal catastrophe, befalling one in eight women, and left many unprepared to tackle practical problems.

Many widows were panicked into moving into a smaller home. "Memories and possessions should not be discarded too rapidly or readily," it said. The 119-page guide contains advice on health and coping with the deceased's estate, finances and bureaucracy, and how to seek widows' benefits. It also lists organizations and publications which can be of help. Survival Guide for Widows (Marketing Department (PR 23), Age Concern England, 60 Pitcairn Road, Mitcham, Surrey, CR4 3JL, £3.50 incl p&p, or leading booksellers).

Rider killed practising for TT race

By Nicholas Timmins, Social Services Correspondent

A rider was killed yesterday on the Isle of Man TT motorcycle course while practising for a weekend race which would have marked his international debut.

Ian Ogden, aged 27, a Civil Servant, of Ballasalla, Isle of Man, died when his 500cc Suzuki crashed on one of the fastest stretches.

He was practising for the main race of TT week, the senior event on Friday, June 6. Mr Ogden, who won the 500cc newcomers class of the ninth grand prix - the "Amateurs TT" - in 1982, decided this year to "move up" to the TT meeting. He is the 137th rider to die on the circuit.

Social security trap Waiting list to quit hospital

By Nicholas Timmins, Social Services Correspondent

Cuts in the amounts paid by social security to put elderly people in private residential or nursing homes have created a waiting list of people trying to leave hospital but who cannot afford nursing home care, according to a study published yesterday.

Some cases are costing the taxpayer many thousands of pounds a year extra because the cost of hospital beds is higher than that of nursing or residential homes, according to Counsel and Care for the Elderly, a charity that helps people find accommodation in homes.

In one case, the State is paying £33,000 a year to keep a physically handicapped man, aged 67, in the South Western Hospital in London where he is blocking a bed that could be used for other patients. James suffered a stroke when he was 65 that has left him incontinent, in a wheelchair and with speech difficulties. Under social security rules, he is classed as "elderly" and entitled only to £170 a week towards a private or voluntary nursing home place. But according to Dr James Marigold, consultant physician at St Thomas's Hospital, his family can only find a place at a cost of about £200 a week and cannot afford to make up the difference.

Rise in health budget a fantasy, says Labour

By Sheila Gunn, Political Staff

Mr Meacher criticized the appointment of health authority members by the Secretary of State for Social Services. This system, he said, had been used ruthlessly to establish an in-built Conservative majority in favour of cuts and privatization.

The Government's spending figures did not take account of higher inflation in the medical world, expensive new medical techniques, more old people needing treatment or the doctors' increased workload.

He said a Labour government was committed to a 3 per cent real growth in health spending with the money coming from shorter queue, more economic activity and different public spending priorities.

Advertisement for Auberge de Provence restaurant, featuring a logo with 'INN OF HAPPINESS' and 'AUBERGE DE PROVENCE'.

Small text at the bottom of the page, possibly a date stamp or printer's mark.

UN meeting sees investment as key to Africa's future

From Zoriana Pysariwsky, New York

Mr George Shultz, the US Secretary of State, yesterday championed private enterprise as the key to Africa's salvation. He was speaking to an unprecedented session of the United Nations General Assembly seeking to initiate a turnaround in Africa's economic fortunes.

World Bank and the International Monetary Fund, and pouring resources into research towards a "green revolution" that has come about in Asia but has eluded Africa.

The massive food aid provided by the US and other countries to Africa's famine-stricken areas could be viewed only as a stopgap measure.

He said that the orthodoxies of state-directed development were discredited, and that the resolution of Africa's massive famine and other economic problems lay instead in the liberation of its peoples from policies that had stifled innovation and individual initiative.

In his emphasis on Africa's need to provide incentives to its farmers, and to increase self-reliance, he struck on the theme of the special session in which African representatives have taken pains to focus on agricultural development and to play down industrialization and urbanization.

President Abdou Diouf of Senegal, who is the current chairman of the Organization of African Unity (OAU), opened the debate by calling the session an act of faith on the part of Africa to be willing to take control of its own destiny.

Mr Shultz predicted that the special session would mark an historic turning point by promoting bold economic policies. Expressing an American desire to be a partner in this change, he outlined a broad five-point programme.

The exceptions so far have been Canada, which declared an initial five-year moratorium on repayment of loans; Denmark, which agreed to a proposal submitted to its Parliament for the cancellation of all outstanding Official Development Assistance debts held by Tanzania; and The Netherlands, which decided to cancel over five years an estimated \$80 million of debt service on ODA loans for the African low-income countries willing to commit themselves to more stringent adjustment policies.

France said it was opposed to any cancellation of debts and could not accept the OAU figures of \$80 billion of additional assistance. M Michel Aurillac, the French Minister of Co-operation, said that the session was an opportunity to agree on medium-term and long-term strategies for African nations to move towards a decentralization of their economies.

But he did not rule out the possibility of rescheduling debt payments. Throughout the first day of debate there was an extraordinary admission on the part of African countries that their economic woes were not just a colonial legacy but were the result of misguided policies.

"We in Africa are fully aware that the task of structural transformation will require, on our part, a radical change in development priority," Mr Bolojo Akinyemi, the Nigerian Foreign Minister, said.

The Soviet Union managed to run against the mainstream of the debate by being the only country to speak in favour of greater industrialization of Africa and of strengthening the role of the public sector.

Mr Yuli Vorontsov, the deputy Soviet Foreign Minister, said that Western calls for opening African economies to market forces were a Western ploy to regain dominance over the African continent.



President Abdou Diouf, UN session an act of faith.



Curious passers-by watching technicians digging from the sand of the Sangette beach near Damkirk an RAF Spitfire shot down in 1940. M André Dupuy, near the Spitfire's engine (foreground), remembers having seen the pilot taking refuge in a farmhouse.

Deposed general 'in Thai coup bid'

From Neil Kelly, Bangkok

The dismissed Commander-in-Chief of the Thai army, was suspected of "hatching a plot" to remove the Prime Minister from office, government officials said yesterday.

Outwardly the situation following the dismissal of General Arthit Kamlang-ek on Tuesday is still calm, but tension and uncertainty are apparent in government, political and military circles.

For the third day the Prime Minister, General Prem Tinsulanonda, remained behind tight army security at his residence in Korat, 160 miles north-east of Bangkok.

People on the spot say that his house resembles a place under siege, with two helicopters on standby in front, communications tents, extra lighting and patrol units on the move at all times.

General Prem is said to have a cold, but from time to time he comes outside to greet well-wishers and has been giving them T-shirts bearing his signature.

In Bangkok, General Arthit has been denying allegations that he made changes recently in the positions of numerous army officers in order to move army support in his own favour, and that he had failed to begin the transfer of his own duties because of his retirement in August.

There has been almost no comment from political leaders, who perhaps believe that caution is wise in an uncertain situation. The most outspoken remarks have come from Mr Trairong Suwanakhriri, the government chief spokesman, who has implied that General Arthit misused the army's secret funds. The accusation is denied vehemently by the army's chief spokesman and by General Arthit himself.

China and Japan in trade talks

From A Correspondent, Peking

Working groups headed by the presidents of China's 10 national import and export corporations began talks yesterday in Peking with Japanese trade officials and business leaders on how to cut the huge trade deficit with Japan.

The deficit grew from \$2 billion (£1.3 billion) in 1984 to \$5.2 billion last year. Chinese officials say that this year's deficit will be at least \$3 billion.

On Tuesday the largest Japanese trade delegation ever to visit China, comprising 163 members, arrived in Peking to begin discussions on the deficit.

Mr Deng Xiaoping, the Chinese leader, and the Prime Minister, Mr Zhao Ziyang, have repeatedly voiced their concern about the large deficit.

Table with financial data and exchange rates. Includes columns for 'rate', 'per cent', and 'per 100'. Values include 155, 28, 48, 180, 18, 3, 15, 158, 15, 590, 2, 15.908, 1986, 1986.

Swazi King abolishes rival body

From Michael Hornsby, Johannesburg

King Mswati III of Swaziland yesterday dissolved the Liqoqo, the council of elders which for three years after the death in 1982 of his father, King Sobhuza II, was the most powerful body in the small kingdom.

The downgrading of the Liqoqo began in October when its two most powerful members, Prince Mfanisibili Dlamini, a nephew of the late king, and Mr George Mtsibi, a commoner, were dismissed by Queen Ntombi, the mother of King Mswati, who was then still Queen Regent.

At that time the word "supreme" was dropped from the Liqoqo's English title (Supreme Council of State), in an indication of its diminished role.

Its dissolution is seen as reinforcing the authority of the new King and his immediate family over other factions of the far-flung royal Dlamini clan.

Prince Mfanisibili was sentenced yesterday by the Swazi High Court to an effective seven years in prison after having been convicted on two charges of defeating or attempting to defeat the ends of justice.

A former Commissioner of Police, Mr Majaji Simelane, was sentenced to five years on the same charges.

The two were accused of having tried to influence witnesses and to fabricate evidence designed to ensure the continued detention of a former finance minister, Mr Sishayi Nxumalo, and four former police and army commanders. Before his detention, Mr Nxumalo had threatened to expose corruption among Liqoqo members.

The Liqoqo was set up by the late King to act as an advisory body to Queen Dzelwe, his most senior wife, whom he had chosen to fill the role of Regent after his death. Within a year, however, the Liqoqo had deposed Queen Dzelwe and arrogated all power to itself.

Marcos group accused over weapons sales

From Keith Dalton, Manila

Six munition companies owned by military friends and relatives of the deposed president Ferdinand Marcos won multi-million dollar deals with the Philippines' armed forces through dubious sales contracts, military officials said yesterday.

Three months after the overthrow of Mr Marcos, who is in exile in Hawaii, these companies retain a monopoly on military supplies to the armed forces.

An official of the armed forces Anti-Graft and Corrupt Practices Board said that the six companies had conspired with military officials by dictating the demand for munitions through forged purchase invoices and won massive profits without public bidding through inflated sale costs.

He said that the newly-formed board had uncovered "just the tip of the iceberg" of a lucrative scheme involving cronies of Mr Marcos and General Fabian Ver, his former military Chief of Staff.

Inquiry sought on Crossroads deaths

From Michael Hornsby, Johannesburg

The Opposition in the House of Assembly, the white chamber of the South African Parliament, has called for a judicial inquiry into the role of the police and the army in last week's fighting in the Crossroads squatter camp outside Cape Town.

Referring to widespread allegations that the police had been "active combatants involved in shack-burning and worse", Mr Ken Andrew, the Progressive Federal Party's spokesman on black affairs, said that the Speaker's refusal on Tuesday to allow a special debate on the matter was deeply regrettable.

The fighting left 42 people dead and more than 20,000 homeless.

Mr Andrew also criticised the Government for having refused to allow any of the refugees from the part of Crossroads devastated during the fighting to return there after it has been redeveloped as a black residential area for a smaller number of people.

If the refugees were moved elsewhere against their will (the Government wants to resettle them at Khyelishast, some 15 miles south-east of Cape Town), it would look

'Biased' history for school

From David Watts, Tokyo

The Japanese Education Ministry has approved a new high-school history textbook prepared by a nationalist conservative group. The controversial book, which is written by the National Council to Defend Japan, was the subject of two screening sessions at the ministry before approval.

It is understood that some 800 points were marked for revision but that only cosmetic changes were made in the final version, which glosses over the facts of Japanese aggression in Asia during the Second World War.

The book does not use the terms aggression or invasion, and its authors maintain that the facts about the rape of Nanking in 1937, in which an estimated 142,000 died, are still a matter for debate.

Critics of the book say that it glorifies imperialistic activities during the War and gives a biased view of history.

The Council to Defend Japan advocates revision of the constitution and strengthening of the emperor system. Its members argue that post-war Japan has been dominated by leftist thinking and a US-imposed constitution.

The content of Japanese textbooks remains a touchy point with neighbouring Asian countries.

The Tokyo High Court in March rejected a 12-year-old appeal against the power of the Ministry of Education to screen the contents of history textbooks in a case brought by a well-known liberal history professor, Mr Saburo Ienaga.

Lagos campus closed

Lagos (Reuters) - The Nigerian authorities, facing a wave of nationwide campus unrest, ordered the closure yesterday of the University of Lagos as students confronted police across the campus gates.

Its closure brought to nine the number of universities shut down in recent days amid growing college unrest after the death of several students in clashes with police at the Ahmadu Bello University at Zaria, in the north of the country, last Friday.

Press reports of 20 or more dead were not denied by the central authorities. But the regional police commissioner, Mr Nuhu Aliyu, said that four had died and 10 were injured.

Secrecy likely on bus hijack deaths

Zamir demands inquiry into Shin Bet

From Ian Murray, Jerusalem

A secret commission of inquiry is likely to be set up to investigate allegations that the head of Shin Bet, Israel's counter-intelligence agency, ordered the murder of two Palestinians after a bus hijack

Man whose job is to 'step on toes'

From Our Correspondent, Jerusalem

Mr Yitzhak Zamir, Israel's Attorney General, has angered a wide range of public opinion in the seven and a half years since he took on the job, and is no stranger to death threats.

"It is my job to step on the toes of ministers," he once told a conference. "Anyone who says the powers of the Attorney General should be reduced says in effect that legal issues should be resolved by politicians and administrators."

At the top of the list of important toes he has trodden on are those of Mr Ariel Sharon, the redoubtable Trade and Industry Minister who first crossed him in 1979. The issue then was whether Mr Sharon, as Agriculture Minister, should have authorized civil servants to build roads across Bedouin land without permission.

As Defence Minister in charge of settlement policy in occupied territories, Mr Sharon again found strong opposition from Mr Zamir, who would not allow land to be appropriated virtually at will.

Mr Zamir has never been afraid of an argument. He tried unsuccessfully to remove Knesset members' legal immunity so they could be punished for motor offences such as speeding or, in the case of the former Prime Minister, Mr Yitzhak Rabin, for lane-changing.

He once prosecuted a journalist in 1984 and then interfered with evidence and witnesses. The commission proposal is backed by Mr Abba Eban, one of the Knesset's most respected elder statesmen. If approved, it would make it easier for the Government to restrict information about the operations of undercover Shin Bet anti-terrorist agents.

Shimon Peres, and a majority of his inner cabinet strongly oppose a police investigation on the grounds that it could endanger state security.

Legally Mr Zamir has every right to involve the police, and the Government is seeking frantically to prevent it. Mr Peres angrily and successfully fought off four no-confidence motions in the Knesset on Tuesday over the affair.

He has not, however, been able to change Mr Zamir's mind about the need for an investigation into the death of the two men, who were captured after the bus hijack. They died a few hours later in the custody of Shin Bet.

Two commissions of inquiry largely absolved the anti-terrorist organization, though three of its senior agents were later dismissed. They have since provided the Attorney-General with the basis of the case he means the police to investigate.

Mr Zamir has said that he might be prepared to call off the police in favour of an inquiry commission, but only on two conditions. These are that it is headed by a senior judge, preferably one from the Supreme Court, and that Mr Shalom is suspended while the inquiry continues.

The suspension demand is being resisted by the Government on the grounds that it would weaken state security.

The Attorney-General is showing few signs of wanting to compromise, even though he and his family now have security guards as a result of anonymous death threats.

TEL AVIV: Two Palestinian teenagers from the occupied West Bank were sentenced to life imprisonment yesterday for killing two Jewish teachers in an attack that touched off anti-Arab riots last year (Reuters reports).

Advertisement for National Savings Income Bonds, Indexed-Income Bonds and Deposit Bonds. Includes 'NOTICE OF CHANGES' and 'INTEREST RATES' sections with specific dates and percentages.

Kinnock dismisses any move by India to leave or split Commonwealth

From Michael Hamlyn, Delhi

Mr Neil Kinnock, the leader of the Labour Party who yesterday spent an hour with Mr Rajiv Gandhi, the Indian Prime Minister, has ruled out any possibility that India intended or would even threaten to withdraw from the Commonwealth over Britain's attitude to South Africa.

"Mr Gandhi dismissed the idea that India would lead or support any attempt to break up the Commonwealth or to disrupt it," he said.

He and Mr Gandhi had agreed that if Mrs Thatcher did not support sanctions against the Pretoria regime at the forthcoming Commonwealth summit in August she would be isolated not only within the Commonwealth and in Europe, but also in Britain, he said.

Mr Kinnock and Mr Gandhi discussed the one subject bedevilling Indo-British relations: what the Indians see as British indulgence towards Sikh extremists.

Mr Kinnock said that he had discussed this subject with

the British Government before leaving London, that he would do so again on his return, and that he would bring with him some new ideas for improving relations.

The Labour leader declined to go into detail, but he has so far in his Indian tour refused to accept that there is any need to change British law on the subject, and maintains that the Indians understand that the British should not be expected to do anything outside or on the edge of the law.

Mr Kinnock spoke warmly of his relationship with Mr Gandhi and described the meeting as very convivial. "We got on very well," he said. "It has something to do with the similarity of our ages and interests, and also that he is a decent bloke."

The two party leaders - Mr Kinnock is here at the invitation of Mr Gandhi's Congress (I) Party - also discussed the possibilities of a Soviet withdrawal from Afghanistan, and according to Mr Kinnock he has now had evidence, both

from his talk with Mr Gandhi and from other sources, of a substantial desire on the part of the Russians to reduce their presence there.

Earlier in the day Mr Kinnock met several senior Indian media figures, and astonished some of them with his verbal felicity and the unusual directness of his language. "I doubt," said a participant later, "whether the Indian press has heard a visiting British leader use the word 'bloody' quite so often."

Mr Kinnock's colourful turn of phrase included the happy coinage of "jockstrap diplomacy" to describe the currently athletic posture of American foreign policy.

He also told his listeners that Mrs Thatcher would be very likely to lead the Tories into the next election.

"The Tories do not have anyone who could take her a glass of whisky and a revolver and ask her to do the decent thing," he said. "She would probably drink the whisky and shoot him."

Leading article, page 11



Mr Neil Kinnock, the Labour Party leader, meeting Mr Rajiv Gandhi, the Indian Prime Minister, in Delhi yesterday, where they discussed South Africa and Sikh extremism.

Zimbabwe detains church leader

From Jan Raath, Harare

Security authorities here have taken their first action against the Catholic Church with the detention of Mr Nicholas Ndebele, director of the country's only human rights organization, the Catholic Commission for Justice and Peace in Zimbabwe.

Mr Ndebele, aged 33, a former student priest, was arrested a week ago after police searched the city centre office of the commission. It is understood that his lawyers have been given no reason for his arrest under a 30-day detention order.

In 1983 the commission accused government security forces of having been responsible for a "reign of terror" in the western provinces of Masabaland, drawing angry condemnation from the Prime Minister, Mr Robert Mugabe. Since then it has continued to monitor allegations of human rights abuses in Masabaland, but has toned down its statements.

During the last five years of white rule in Rhodesia, the commission exposed scores of cases of security force brutality against black civilians, and as a result suffered almost constant harassment. The Catholic Church here was also in the forefront of support for Mr Mugabe's guerrillas, to its considerable peril.

Documents confiscated from Mr Ndebele's office have been handed to the High Court after a judge ruled that the police had exceeded the limits of their warrant.

The latest of three court applications for Mr Ndebele's release was made yesterday morning, when, dressed in prison khaki, he was delivered two hours after the deadline of the *habeas corpus* order.

Legal experts regard detention powers under Section 17 of the Emergency Powers Regulations as very nearly impervious to legal attack. Mrs Justice Mavis Gibson suggested at yesterday's hearing that it would be academic for Mr Ndebele's lawyers to pursue their action.

The detention orders are signed by Mr Esus Nkala, Minister of Home Affairs, who earlier this month accused Amnesty International of having recruited and paid anti-government guerrillas to supply the Catholic commission with information.

The court's public gallery yesterday was filled with about 40 Catholic priests, nuns and lay workers, led by Archbishop Patrick Chakapira of Harare.

British citizens were still in police custody in the western city of Bulawayo yesterday, for questioning over the raid into Zimbabwe last week by South African commandos.

The five are among perhaps hundreds of Zimbabweans seized for questioning in the aftermath of the raid.

Balaguer's opponent concedes with grace

Santo Domingo (AFP) - The Social Democratic presidential candidate, Señor Jacobo Majluta, has conceded that his conservative rival, Señor Joaquín Balaguer, had won the Dominican Republic's long drawn-out election, which took place on May 16.

Señor Majluta yesterday congratulated the near-blind 78-year-old poet on his win. Señor Balaguer, who has already served four terms as president of this Caribbean state, will be sworn in on August 16 in succession to the outgoing President Salvador Jorge Blanco.

Broadcaster in contempt

Sydney - Derryn Hinch, a prominent Melbourne broadcaster, was sentenced to six weeks' imprisonment and a fine of £1,700 in the Supreme Court for contempt of court (Stephen Taylor writes).

He had been found guilty for three broadcasts in which he mentioned the previous convictions of a priest who was facing sex offence charges.

600 escape on second ferry

Dhaka - About 600 people escaped when a second double-decker ferry boat was blown on to a river island about 35 miles from Dhaka on Tuesday (Ahmed Fazl writes).

Most of the passengers were travelling to claim the bodies of relatives killed in the country's worst boat disaster last Sunday, from which 260 bodies have been recovered.

Gadaffi claim

Tokyo (Reuters) - Colonel Gadaffi has written to a Japanese schoolgirl, telling her that he is not involved in terrorist activities, as President Reagan claims.

Promise kept

Ankara (Reuters) - Turkey's Parliament has approved a law allowing the privatization of state enterprises, which was a key part of the 1983 election platform of the Prime Minister, Mr Turgut Ozal.

Nato at sea

Lisbon (Reuters) - Some 6,000 servicemen from nine Nato countries including Britain have begun the biggest naval and air exercises ever held off the Portuguese coast.

Three reasons

Athens (AP) - The composer Mikis Theodorakis resigned from Parliament on Tuesday because his presence there was "illogical, ineffectual and ornamental", he wrote to the Greek Communist Party.

Rogue husky

Oslo - More than 50 men have been scouring thick forests surrounding the town of Eidskog, near the Sweden-Norway border, for a Siberian husky which has killed 16 sheep.

Cordoba's day

Madrid - King Juan Carlos of Spain inaugurated the 1200th anniversary celebrations of Cordoba's mosque-cathedral.

Big bang

Wellington (AP) - France exploded its 81st underground nuclear test in the South Pacific, detonating a device with an explosive yield of 2,000 tons of TNT, scientists said.

Hard sell

Sydney (AP) - An English translation of *Prairie*, looking decidedly staid against the customary Australian papers, went on sale with most of its front page filled with a picture of Lenin.

Cruel dish

Singapore (Reuters) - A Chinese dish which involves frying a live fish while it is still gasping for air has been outlawed by Singapore restaurants after officials found the method cruel.

A kind of peace in Beirut hand-over

From Robert Fisk, Beirut

For the first time in more than a week, there was a kind of peace along the Beirut front line into the early hours of yesterday morning.

It was brought about, if one is to believe the morning papers, by a metamorphosis among the Muslim gunmen who hold the semicircle of ruins across the city, from the suburb of Hadath to the old port.

Mr Nabih Berri and Mr Walid Jumblatt, those twin pillars of the west Beirut militia establishment, had decreed that the Lebanese Army's largely Shia Muslim Sixth Brigade should replace the gunmen of Mr Berri's Amal Movement and Mr Jumblatt's Druze Progressive Socialist Party militia.

In Christian east Beirut, the transition was heralded - and typically misinterpreted - as a sign of Mr Berri's concern that militants of the much more extreme Hezbollah (Party of God) are gaining influence among his own Amal followers.

In fact, many Sixth Brigade men are also fervent Amal supporters - and there are

Hezbollah sympathizers within Amal - so the military changes along the old front line were of shoes and uniforms rather than of men.

However transparent the military authority thus imposed, a de facto ceasefire came into being, broken only by some desultory mortar rounds below the mountains and a lone, unexplained shell which landed just after midnight yesterday beside a pharmacy near the Museum, killing three people.

Conscious of the ever-deterring security in their sector of the city, Mr Berri and Mr Jumblatt also announced that the American University and its hospital complex near by would be protected in future by a special Army squad.

Whether or not this gives any confidence to the few foreign and Lebanese Christian employees of the University to stay on in west Beirut after the kidnappings and killings of the past three months, Amal's attention has in any case been diverted by the continued fighting around the Palestinian camp at Bourj el-Barajneh.

Picasso work on show

Madrid - Picasso's 1912 painting "Still Life With Dead Birds" and two works by Juan Gris, all leading examples of the Cubist period, have gone on display at the Prado Museum (Richard Wigg writes).

They are part of the bequest made to Spain by Mr Douglas Cooper, the English art critic and friend of both painters, who died in 1984.

New Woolwich Interest Rates

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Kremlin accused of three violations

By Nicholas Ashford, Diplomatic Correspondent

General Edward Rowny, President Reagan's special arms control adviser, yesterday accused the Soviet Union of undercutting the 1979 Salt 2 agreement in three main areas.

He said the continued testing and deployment of the SS25 intercontinental ballistic missile violated the Salt 2 provision limiting to one the number of new types of ICBM either superpower could deploy. Moscow had previously informed the US that its single new ICBM would be the SSX24.

The fact that the Soviet Union continued to encode messages on the performance of ballistic missiles during testing in a manner which impeded verification was a second violation of the treaty, the general said.

About 90 per cent of these were being encoded compared with only about 5 per cent when the treaty was signed.

General Rowny, who was speaking to journalists at the US Embassy in London, said the Soviet Union had also exceeded the missile and bomber ceilings agreed in the treaty.

In fact Moscow had gone "a significant number over" the total of 2,504 missiles and bombers that were in the Soviet nuclear arsenal at the time the treaty was signed by President Carter and President Brezhnev in 1979.

He said that the Soviet Union had built more than 800 new ICBMs since Presi-

dent Reagan embarked on his massive defence modernization programme in 1981.

He also contended that the construction of a phased-array radar station at Krasnoyarsk in Siberia was a violation of the 1972 Anti-Ballistic Missile Treaty.

General Rowny was explaining President Reagan's announcement on Tuesday that the US would no longer feel itself bound by the Salt 2 restrictions unless Moscow radically altered its behaviour in the next few months.

He said that in future

The second Strategic Arms Limitation Treaty - Salt 2 - was signed by Presidents Carter and Brezhnev at the end of their Vienna summit meeting on June 18, 1979. Although never ratified by the US Senate, both sides pledged not to undercut its provisions as long as the other did likewise.

Its main provisions were: 1. A ceiling of 2,400 strategic missiles and bombers for both sides to be reached within six months of the treaty coming into force, and a further reduction to 2,250 in 1981. 2. Within this ceiling, no more than 1,320 strategic missiles or bombers to be equipped with multiple warheads or cruise missiles; of those, no more than 1,200 land-based, sea-based or air-to-surface ballistic missiles to have multiple warheads; and of those land-based intercontinental ballistic missiles (ICBMs), no more than 820 to have multiple warheads.

3. The Soviet Union to dismantle 270 missiles to reach the 2,250 ceiling.

4. The Soviet Union to stop production and deployment of the SS16 missile.

5. Both sides permitted to build and deploy a single new type of ICBM.

6. No more than 10 warheads on the new ICBM, and no more than 14 warheads on submarine-launched ballistic missiles.

7. The 1972 Anti-Ballistic Missile Treaty to remain in force.

8. Temporary constraints on mobile ICBMs and cruise missiles.

9. Compliance to be monitored by satellites and other "national" means.

10. An exchange of letters in which the Soviet Union agreed not to increase the production rate of Backfire bombers.

President Reagan would consider US strategic needs and the threat posed by the Soviet Union in determining the size and composition of the US deterrent force, rather than Salt treaty limits.

General Rowny was head of the US negotiating team at the strategic arms reduction talks in Geneva in 1982 and 1983.

He said he did not believe President Reagan's Salt 2 decision would have a significant impact on Moscow's attitude towards a summit meeting between President Reagan and Mr Mikhail

Gorbachov in the US later this year.

He was convinced that a summit would still take place in Washington, probably in November or December.

If a Reagan-Gorbachov meeting does take place then, it would coincide with the launching of the 131st US B52 bomber equipped with air-launched cruise missiles - the moment when the US would officially go beyond the Salt 2 limits.

General Rowny said he did not believe, in view of Soviet foot-dragging at the current Geneva arms talks, that a new arms reduction treaty would be ready for signing by then.

But he thought a "Vladivostok-style framework" for reducing nuclear weapons might be worked out.

He was referring to the November 1974 Vladivostok Agreement by which President Ford and Leonid Brezhnev agreed on a formula for limiting strategic weapons.

General Rowny acknowledged that Washington's European partners had been disappointed by its decision to break away from Salt 2 later this year unless Soviet violations ended. Britain and other Nato countries had urged continued compliance with Salt 2.

In a speech at Oxford University last night General Rowny accused the Soviet Union of deliberate foot-dragging at the Geneva arms talks, saying that Moscow was "more interested in posturing and appealing to public opinion than in getting down to business".

Archbishop of York finds a religious revival in Russia

From Christopher Walker, Moscow

During a controversial 10-day study tour of religious institutions in the Soviet Union, the Archbishop of York, Dr John Habgood, claims to have discovered convincing evidence of a religious revival despite the militant opposition of the atheist Communist Party.

In an interview with *The Times*, the Archbishop said here yesterday that the revival was taking place largely among young people who were displaying "spiritual hunger". There were signs that the Party was worried at the trend.

He cited an unusual 45-minute film on Soviet television this week in which the authorities repeated their pledge to eradicate religion from the Soviet Union, but acknowledged with regret that it would not happen in this generation.

"The film caused a great deal of anticipation among Russian churchmen because they were hoping for some relaxing in the laws, but they were disappointed", the Archbishop said. "What it showed instead was the anxiety of the Party, which was trying to convince young people that their questions on religion were being answered satisfactorily."

The propaganda film depicted Britain as a country of religious decline in which 600 churches had closed in a decade.

It also informed Soviet viewers that it was against the law to issue precise statistics about

the number of believers in the Soviet Union.

Speaking in the unlikely surroundings of the "Stalin Gothic" Ukraine Hotel here, Dr Habgood said that despite the absence of official figures, some 30 million of a total population of 278 million were now Orthodox Christians.

"If you go to a Russian church, the people you see are mainly old and mainly women, but the same is true of the Church of England. The evidence that we found shows that the number of baptisms is, in fact, very large."

The pattern is that children are baptized and then brought up in the faith by grandmothers, which enables the parents to lie low during the sensitive years that they are in jobs. On retirement, which here tends to come early, the parents come back into the Church again because they have nothing to lose."

The Archbishop was joint leader of a 19-strong delega-

tion of British and Irish church leaders. This week, they raised the individual cases of a number of imprisoned Christians and Jews during a two-hour meeting with the chairman of the Council for Religious Affairs.

"Of course, he was a Communist, but that did not prevent him quoting the Bible at us on more than one occasion," Dr Habgood said, shortly before flying back to Britain, where he will report to the Archbishop of Canterbury.

"We asked him to provide information on why the specific people we mentioned had been imprisoned."

The churchmen pressed the Soviet official to permit them to send in consignments of Bibles, but they were refused.

"He explained the shortage of Bibles by the lack of paper to print them on," the Archbishop said. "The reason why there should be such a shortage in a country which is practically all forest was not disclosed."

The Archbishop, who was making his first trip to the Soviet Union, said that he had been impressed by the intensity of religious faith demonstrated, although he admitted that the ability to worship was only "purchased at a very heavy price."

"It is important for outsiders to visit the Russian Church so that it does not develop a ghetto mentality," the Archbishop said. "I think that we can say that our delegation has done some good... We have not made a breakthrough."

Dr Habgood: spiritual hunger among young

Washington heartened by emigration move

From Michael Binyon, Washington

The United States has given an unusually warm reception to the Soviet decision to allow 117 Soviet citizens to join family members in the US.

US officials describe it as a significant step that will do much to increase Soviet-American co-operation and to build on last year's Geneva summit meeting results.

The Soviet move, which came as the Bern conference on East-West human contacts was in its closing stages, was described by the State Department as giving meaning to the Geneva summit declaration on resolving humanitarian cases.

The US said it hoped that it indicated a Soviet desire "to move ahead in our efforts to improve mutual understanding between our peoples, to make progress in other areas of human rights, such as emigration, and to increase co-operation between our two countries."

Moscow agreed to settle 36

cases of divided families, from a list of 126 presented by Washington. The total - the largest since the US began processing for family reunification 30 years ago - accounts for almost a third of outstanding cases.

In addition there are 21 married people still denied permission to join spouses in the US, and 20 Russians who hold US nationality.

Washington, clearly surprised at the Soviet move, has taken it as a good omen for the projected summit meeting here between President Reagan and Mr Mikhail Gorbachov later this year.

Settlement of human rights issues has long been the yardstick of Soviet goodwill in American eyes, and the 117 exit visas will justify President Reagan's contention that quiet diplomacy gets best results.

The right wing is also jubilant, seeing the concession as proof that the tough US stand at Bern paid off.

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Australia's industries disrupted as work stops over wage delay

Australian industry was disrupted yesterday when more than 500,000 of its 7,579,000 workers responded to a call for action over delays in the settlement of the national wage case.

The shipping, manufacturing and building industries were affected by the protests, which ranged from extended lunch breaks to all-out stoppages.

The ports of Sydney, Melbourne, Adelaide and Perth

From Stephen Taylor, Sydney

came to a standstill for the day, affecting about 40 vessels.

In the states of Victoria and New South Wales, car assembly workers went on strike for 24 hours, while some transport workers and teachers staged temporary stoppages.

Further action was expected today after calls by the mining unions to their 28,000 members for a one-day strike.

Mr Simon Crean, president of the Australian Council of Trade Unions (ACTU), equiv-

alent of the TUC, said that the Confederation of Australian Industry had provoked the action by seeking to mobilize public opinion against the ACTU's national wage claim and to have it removed from the established wage-fixing process.

"We had no alternative. We had to respond," he said.

A claim for a 2.5 per cent wage increase and for a proposed national superannuation scheme, both of which have been accepted by the Federal Government under its accord with the unions, are before the Arbitration Commission.

Job hopes dim for blessed generation

From Our Correspondent, Sydney

There are, as usual, two sides to the story.

One depicts teenagers scanning employment office windows with increasing anxiety and misery until eventually they become resigned to a long wait on the dole. The other shows carefree young people collecting enough benefits to allow them to share a house and spend long sunny days surfing off Bondi beach.

Like most stories, there is a measure of truth in both versions. But whether or not most young Australians want to work — and the available information suggests that they do — the inescapable fact is that unemployment has become chronic among this apparently blessed generation.

Unemployment among the under-20 age group is 22.6 per cent, compared with an overall rate of 7.9 per cent.

The Hawke Government is disturbed by both statistics, but while the national figure is coming down and a 1983 election pledge to create 500,000 new jobs has been more than redeemed, the rate for youth unemployment has just gone up, for the fifth successive month.

In a recent national survey in which 2,000 Australians aged between 18 and 24 were asked the main problem confronting youth, 45 per cent

answered unemployment, 26 per cent said drugs, and 7 per cent said nuclear war.

In a country where wages had been high and work available the 1981/82 recession ended job-hopping, and young Australians leaving school without qualifications since then have been in trouble.

Examination of the malaise has disclosed some of its contributory factors.

For one thing, as recently as a couple of years ago, only 35 per cent of students stayed on for the last year of senior schooling. Though that figure has since increased by about 10 per cent, Australia's school retention rate is still among the lowest of OECD countries.

For another, until recently there was little structured vocational training for the labour market, which, despite its problems, is still full of opportunities.

The ailment is serious enough to have inspired a major Canberra initiative, called Priority One, which emphasizes training and further education.

But after last year's economic growth of 4.5 per cent, which produced more new jobs than anticipated, this year's projection of growth of only 1.6 per cent might actually mean the loss of about 50,000 jobs.



Solomon Islanders gathering firewood near a ship beached close to Honoria, the capital, by Cyclone Namu, which killed more than 100 people. The Prime Minister, Sir Peter Kenilora, has appealed for tents to house the 90,000 homeless.

Museveni to settle on Asians' claims

From Charles Harrison Nairobi

The Museveni Government in Uganda says that it intends to settle long-standing claims on property worth hundreds of millions of pounds which belonged to the 50,000 Asians expelled in 1972 by the former president, Idi Amin.

It says that claims will be dealt with and all remaining houses, shops, businesses, factories and farm land will be sold to Ugandans.

The settlements are part of a series of moves designed to restore stability to the economy. A two-tier currency system is being set up, with essential imports and the government's debt repayments valued at 2,100 Ugandan shillings to the £, while all other transactions will be made at a rate of some 7,500 shillings to the £.

Ugandan farmers will be paid more for their coffee, cotton, tea, cocoa and tobacco, and bank interest rates are to rise to between 25 and 45 per cent in a bid to attract local investment.

Thousands of Asians submitted claims for the return of property in 1980 at the invitation of former President Milton Obote. Only a handful succeeded, though some did regain their businesses.

Territorial claims Honduras and Salvador take dispute to court

From John Carlin, San Salvador

At the Central American summit last weekend a long-lost territorial dispute in the Falklands mould resurfaced. It has been a running sore for 150 years between Honduras and El Salvador, two close allies of the US who refuse to be allies with each other.

In a quiet moment during the summit meeting, Presidents José Napoleón Duarte of El Salvador and José Azcona of Honduras signed a formal agreement to take the dispute to the International Court of Justice at The Hague.

Until then, diplomats had reported that temperatures of fighting a lengthy case — two or three years, it is now expected — at the World Court. But, as an aide of President Duarte said last week, there was no alternative.

Privately, senior Salvadoran officials are known to feel that arbitration may eventually be necessary.

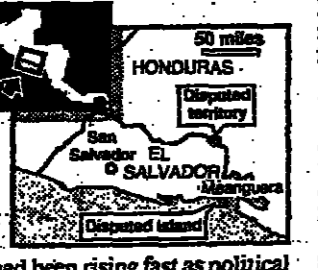
The Hondurans, whose military might today is far less than that of the American-dependent Salvadoreans, lost the so-called "soccer war" in 1969. The war, which lasted only 100 hours, came just two days after El Salvador beat Honduras in a World Cup match, clinching qualification for the following year's final.

The Salvadorean army pushed deep into Honduran territory, carrying out the sort of human rights violations traditionally reserved for its own people. And that, for the Salvadoreans, was that.

But the Honduran army is still smarting from that defeat. To the consternation of the Americans, Honduras insists on seeing El Salvador as at least as much of a threat as Nicaragua, which Washington would like all Central Americans to perceive as their greatest common enemy.

Few local observers were surprised a year ago May when Honduras told the US it would no longer allow American military experts to train Salvadorean soldiers.

The US would be sure to exert great pressure to keep the two sides from fighting. But El Salvador and Honduras — a vastly underpopulated country and the inspiration for the term "banana republic" — have chosen to give great nationalistic weight, in the Argentine manner, to an issue felt by diplomats to have little intrinsic importance.



Bangladeshi police arrest 100 doctors

From Ahmed Fazi Dhaka

More than 100 doctors have been arrested and 70 injured in sweeping police action to break a two-month strike by 1,200 internecine doctors who were paralyzing 73 state-run hospitals in Bangladesh.

A spokesman for the doctors said that their leaders were picked up by police during a rally yesterday and at a street demonstration on Tuesday when 70 were injured by police using batons.

The doctors have demanded permanent government jobs after their one-year hospital training, but the Ministry of Health will take only 150 of

Wettest village has barely a drop to drink

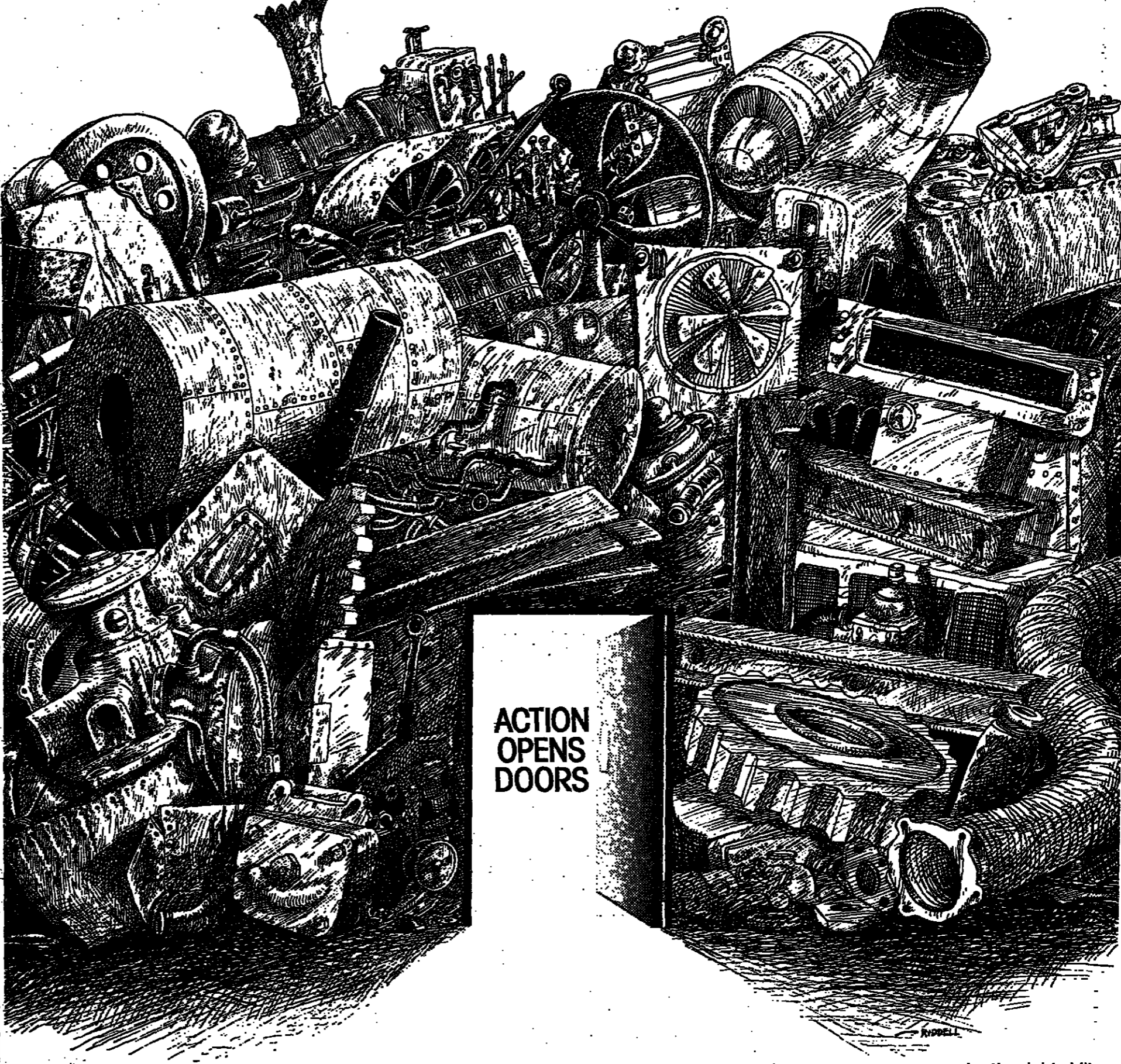
Delhi (AP) — Cherrapunji, the Assam village that holds the world's rainfall record, is running short of water.

The *Stratford* newspaper says the community six miles into Bangladesh is short of drinkable water because deforestation has turned once-lush land to barren gravel.

A village sign: "The source of water is gradually going dry and, hence, whatever water is being supplied is to be used economically."

Cherrapunji has three titles in *The Guinness Book of Records*: Highest monthly rainfall, 366.14 in (July 1861); highest yearly fall, 1,041.78 in (1860-61); wettest place, based on average rainfall, 451.8 in

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The head boy from Brazil

THE TIMES PROFILE

JOÃO HAVELANGE

Between 1982 and 1985 the cost of running the Zurich office of João Havelange, the president of football's world governing body, the Federation of International Football Associations, amounted to £400,000 out of a gross FIFA budget over the three years of more than £10 million. And the £400,000 did not include his personal global travelling expenses when engaged on the business of FIFA's executive or its World Cup committees. Yet this morning in Mexico City, two days before the kick-off of the World Cup, Havelange, a Brazilian, will be re-elected unopposed for a fourth, four-year term of office.

A presidential-style administration of the world's major sport is seemingly accepted and here to stay. And why not, some may ask? FIFA's profit from its share of the World Cup and international match receipts over the same three years was £550,000; its income from its share of football assets between 1986 and 1989 is expected to be £14 million. The 12-year presidency of Havelange has coincided with a colossal upsurge in the finances of international football, thanks to television and allied sponsorship and marketing.

Havelange, who was 70 earlier this month, may be marginally less influential, politically and in sporting terms, than Juan Samaranch, president of the International Olympic Committee, but he certainly has more direct power. He rules football without even the most timid of opposing

voices. Football has undergone vast change since the days of committee rule under Sir Stanley Rous and even he was considered sufficiently autocratic for the English Football Association to have contrived to prevent him becoming its chairman while he was FIFA's president. The era of the executive president reflects commercial influences. Havelange probably exerts more financial muscle, through the channels of the 11 multinational official sponsors of this World Cup, such as Coca-Cola, Philips and JVC, than some heads of state.

The 20-strong executive committee amounts to little more than a costly rubber stamp — their expenses in 1982-85 were more than £1 million. The present World Cup is a case in point.

Colombia had been elected hosts for 1986 at a time when the finals contained only 16 countries, not the 24 which Havelange introduced in 1978 as payment in kind to the Third World members whose votes had brought him to power four years earlier. The Colombians could not cope with 24 teams. Four candidates offered to replace them: Brazil, the United States, Canada and Mexico. Brazil, three times winner of the World Cup, were the obvious choice but controversially withdrew, possibly because Havelange was at loggerheads with the chairman of Brazilian football. A special FIFA commission was appointed to investigate the facilities of the other three.

It was known that Havelange

was a personal friend of Emilio Escaraga, the owner of Mexico's main television network, and also of Guillermo Canedo, another Mexican and a vice-president of FIFA, with whom Havelange has business connections. Months before the decision it was being said that Mexico would be the choice. Before the meeting in Stockholm, Rafael del Castillo Ruiz, head of the Mexican delegation, could be seen arm in arm with Canedo.

The American delegation was fronted by Dr Henry Kissinger. Each delegation had half an hour. Mexico, ushered in after Canada, were out in eight minutes, their documents no more than a few typed pages. Kissinger extended America's audience to nearly an hour, with commercial analyses costing thousands of dollars.

Meanwhile, the Mexicans were already downstairs in the lobby preparing a celebration cocktail party. Less than half an hour after Kissinger's exit, it was announced that Mexico was the executive's unanimous choice. No vote had been taken, and the charade of the submissions became apparent when it was learned that Havelange had gained the executive's approval of the special commission's recommendation — Mexico — at breakfast-time. Kissinger considered suing FIFA for allegedly breaching its own articles.

Whether Havelange's presidential influence was well used will be tested this month, though at present it seems that the Mexicans have surpassed themselves in overcoming the catastrophe of last year's earthquake in order to be ready when the curtain goes up.

Havelange's Latin American allegiance and his alleged antagonism towards the United States — over its refusal to suspend summer football during past World



On the ball: João Havelange, the world of football in his hands and the football world at his feet

Cups and its more than justified experimentation with changes to the game's laws — may have done football a disservice. The Los Angeles Olympic Games demonstrated what potential ethnic audiences existed for football in America.

Havelange, a lawyer and businessman, came into football from swimming. He swam for Brazil in the 1936 Olympics, and competed in water polo in 1952. From 1958 to 1973 — the period covering Brazil's three World Cup victories — he was president of the Brazilian Sports Federation, CBD. A celebration tournament organized by him in Rio in 1972 at the height of Brazil's eminence, with worldwide invitations, created the platform for his bid to replace Rous two years later.

Many African and Asian members of FIFA, normally absent at congress because they could not afford the journey, were present in Frankfurt: and, riding the advantage of opposition to Rous for the (then) continuing exclusion of

China and for Russia's exclusion from the World Cup — totally by the regulations — for their refusal to play a qualifying tie in Chile, Havelange was home.

He paid his dues. The World Cup finals were expanded to allow for more teams from Asia, Africa and Central America. This cannot be wholly criticized. The traditionally strong countries should not be allowed to dominate a sport simply because of their existing strength. Countries such as Cameroon, Kuwait and Algeria have emerged as exciting newcomers.

Yet the risk is that what Havelange has created is a festival rather than a world championship, from which some outstanding teams — such as this time, Sweden, Romania and Holland — will inevitably be eliminated.

Additionally, the Third World has been favoured substantially by technical and coaching subsidies and by the development of minor

world tournaments such as the youth and under-16 cups. These are splendid for such as Nigeria, utilizing football to expand national identity as well as domestic recreation, but unwelcome to Europe, still overwhelmingly FIFA's strongest continent on the pitch, because of the conflict with the big professional clubs.

Havelange has managed to protect his back. His only likely opponent within the executive, Artemio Franchi of Italy, who was the European president, died; and the emergence of another challenger has been avoided by appointing Harry Cavan of Northern Ireland, a vice-president who is Havelange's age, as chairman of five committees: technical, referees, the youth and under-16 competitions, and Third World development. And in 1982, FIFA, at a cost of almost £500,000, paid off the secretary, Dr Helmut Kaiser, and press secretary, René Court, both of whom were potentially capable of co-ordinating opposition to Havelange.

BIOGRAPHY

- 1918 Born Jean Marie Faustan Godefroid (João) Havelange, May 8, Rio de Janeiro.
- Degree in Law, Speaks Portuguese, French, Spanish, English.
- Lawyer, import manager, on boards of many companies.
- 1936 Competes in swimming, Berlin Olympics.
- 1952 Competes in water polo, Helsinki Olympics.
- 1955-63 Member of Brazilian Olympic committee.
- 1956 Head of Brazilian delegation to Melbourne Olympics.
- 1958 Becomes member of South American cycling committee.
- 1958-73 President of Brazilian Sports Federation.
- 1963 Elected to International Olympic Committee.
- 1974 Elected President of FIFA 1974. Re-elected 1978, 1982.
- 1986 Standing unopposed for re-election as FIFA President for fourth term.

Though he can capable of charm and courtesy, Havelange is part of what many observers regard as the Latin American cartel now running world sport — other leading qualifiers include Samaranch and Primo Nebiolo, president of the International Amateur Athletic Federation — and as a member of the International Olympic Committee, for example, Havelange has guaranteed the support of other Latin American members for Barcelona's bid for the 1992 Games.

It is said he will seek a fifth term in 1990. He certainly has enormous endurance, and can be seen manhandling his luggage at four in the morning to catch the next plane as he endlessly circles the globe. Certainly he has helped to make international football wealthier, and has brought smaller nations into the reckoning. Many of the silent voices within FIFA doubt whether he has made the game better on the field.

David Miller

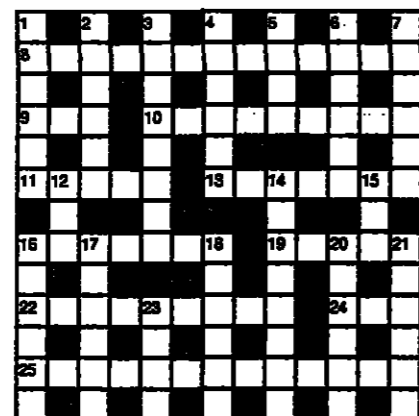
CONCISE CROSSWORD NO 962

ACROSS

- 8 Voice thrower (13)
- 9 Material scrap (3)
- 10 Imitation (9)
- 11 Frequently (5)
- 12 Material (7)
- 13 Flatter (7)
- 19 Dragonfly larva (5)
- 22 Question for job (9)
- 24 Gallivant (3)
- 25 Landing gear (13)

DOWN

- 1 Exaggerate (6)
- 2 Horse chess piece (6)
- 3 Three-year cycles (8)
- 4 Contract section (6)
- 5 Water (4)
- 6 Conclude (6)
- 7 Ungenerous (6)
- 12 Craze (3)
- 14 Tinea (8)
- 15 Sever (3)



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'We used to say that if you wanted a job there was always the railway and the pit. Not any more'

Berry Wilkinson

Pit closures and the demise of railway engineering are the latest blows in a town hit by the effects of change.

Michael Hatfield visited Doncaster

A factory siren from the plant works winds up plaintive decibels that float across the town and ebb away. It's the end of a bad week in Doncaster. Down in a railway station subway, a 50-foot mural is being painted. Engines — including the famous record-breaking Mallard, built at the plant — leap out of the brickwork. History hits you between the eyes.

It is the history of a community imbued with a tradition of railway engineering and mining and it is reaching the end of the line. The people at the bright, modern shopping centre know it. Frank Cresswell, now retired, worked in the plant when the Mallard was built. "Bloody hard work it was, too", he says. "We used to say in Doncaster that if you wanted a job there was always the railways and the pits. Not any more you can't. It's dying. I feel sorry for 'youngsters'."

Not only was there the announcement of coming cuts at the plant — half the 3,100 workforce is affected, railrodded, ironically enough, by engineering skills which make better engines and coaches elsewhere and therefore need less maintenance — but also the news of 2,000 more jobs disappearing in the South Yorkshire coalfield, with an estimated 250 bearing directly on Doncaster.

Cyril Stoney, director of Doncaster Council for Voluntary Service, says: "There's an apathy among people. It's just another blow, coming after the miners' strike. People get tired of picking themselves up off the floor. We have to encourage them to adapt their hobbies and latent skills to other forms of work."

The town, virtually solid in its support for the miners, still suffers from the aftermath of the strike. It has been left with a bad image. Doncaster may be on the railway line and five minutes' drive from the A1, but new industries are not beating their way to the town to exploit its good communications, its stagnating reservoir of skills or the abundance of development land.

Brian Day, the Amalgamated Engineering Union district secretary, is frank enough to admit what others feel but are reluctant to articulate. "I'm not criticizing the miners' strike", he says, "but the media have left the impression in the public's mind of a town of pickets throwing missiles. It's rubbish, but it doesn't help us to bring in new

developments despite the skills we have."

The apathy doesn't show in people's demeanour but is revealed in their conversations and their private lives. "Let's face it", says Cyril Stoney, "their cultural background is one of working hard and playing hard. Lack of work has brought bitterness and wrangling into the homes."

Doncaster has 21 per cent unemployment. Among the young people there are 2,600 on the dole with another 2,800 on Youth Training Schemes (YTS), a quarter of them employed by the town's Labour-dominated council. The local careers office stands back from Thorne Road, a thoroughfare to one of the most deprived communities in the country, where unemployment approaches 50 per cent.

Mr Garnett Thompson, retail chairman of the town's chamber of commerce, says the coming redundancies at the plant are "catastrophic" for Doncaster trade. "We've never really recovered from the strike and now there's this", he says.

People who once milled

Three years ago the coal board was taking on 300 new apprentices each year. Now there is none. The impact of the British Rail Engineering announcement was felt in the careers office. "It didn't help morale, but I'm immensely proud of my staff", says Eastwood. "They really do care about finding work for these youngsters and in the end we may win."

A recent massive increase in bus fares — in some cases as much as 30 per cent — is expected to reduce even further the number of people coming in from the outskirts to enjoy the town's facilities and do their shopping. A young woman stands in the high street, one of several collecting signatures for a petition for concessionary fares for the unemployed and unwaged. Her placard improvised from cardboard taped across a squash racket, not itself a symbol of impoverishment.

The town's shops are also casualties of the miners' strike and continual redundancies.



Wall of attrition: a rosy past illustrated in the station subway does nothing to disguise a bleak future

There's talk of an estimated £200,000 a week — equivalent to nearly the price of a packet of cigarettes or a pint of beer per head of the town's adult population — being lost by retailers.

Mr Garnett Thompson, retail chairman of the town's chamber of commerce, says the coming redundancies at the plant are "catastrophic" for Doncaster trade. "We've never really recovered from the strike and now there's this", he says.

People who once milled

about the covered pedestrian concourse of the shopping centre have thinned out. In the adjoining streets shops close and reopen on the proceeds of someone investing their redundancy money.

Not all are suffering the same fate as their predecessors: evanescent entrepreneurs unable to make ends meet through the lack of cash in people's pockets.

Garnett Thompson's portrait of "an air of gloom" doesn't appear to be reflected

throughout the supermarkets and the shops. Their owners and managers talk of a fall-off in sales, but cash registers can be seen being kept busy.

The days when Frank Cresswell remembered the market "filled with railwaymen and engineers and their families" have clearly gone. More than 2,000 locomotives were built at the plant, started in the 1860s, before the last one ran out of the sheds in 1957 and it was reduced to repairing and maintaining carriages and

wagons. Now that, too, is on the wane.

The walls of the public bar next to the main hotel in the high street are filled with paintings and pictures of locomotives, ancient and modern. The room vibrates with the cocooning coming from the juke-box. It would be fitting to hear the combative strains of Peggy Seger singing "I want to be an engineer", but it's a gloomy place in which to have a drink. The lights, like the town's tradition, have been turned down low.

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One hundred of the entries will be selected and published in the TLS of September 5, along with a ballot sheet on which readers can send in their first, second and third choices. Meanwhile the judges will make their own decision.

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BOOKS

Symbol and realism down south

On a recent television programme three eminent historians were asked if they placed any professional confidence in historical fiction...

Peter Ackroyd unpeels onion layers of a novel by a master of Latin American myth-making

THE OLD GRINGO By Carlos Fuentes Translated by Margaret Sayers Peden

whose frontier they can flee. Nothing is known of Bierce's own journey, and available biographies only suggest that "he was presumed to have died in the following year."

The picture of the "old gringo" here is subtly based upon the historical figure of Bierce, however. As a journalist he was the Hearst press...

In Mexico he meets another American, Harriet Winslow, who has been hired by a rich family of landowners as a governess; the

notable exponents of which are Marquez, Cortazar, and Borges. Fuentes himself has described this tradition as one of "symbolic realism" (a better term than "magical realism")...

But this is perhaps too trite a formulation for a novel that is established upon the cadences of a mysterious lyricism. The mood is elegiac, since the poetry is one of loss and decay...

So of course it would be appropriate to place this novel, along with the rest of Fuentes' work, in what we may now call the "tradition" of Latin American fiction - some of the most

notable exponents of which are Marquez, Cortazar, and Borges. Fuentes himself has described this tradition as one of "symbolic realism"...

But essentially it represents a subversion of European culture, a "return of the repressed" by a colonized people and not dissimilar in spirit to recent Indian or Australian fiction...

There are one or two flaws, however, that spring from the novel's particular obsessive-ness of tone. The insistent beat of the prose can become monotonous...

Grand passion of a troubled land

The once fat cow of women's fiction has become a fairly tubercular beast. Having milked the cream, Virago now publishes the curds and whey...

Restraint, considering what political and emotional issues it stirs up, and often beautifully written, The Innocents tackles a much larger canvas...

Set against the smouldering South African landscape, it is the tale of three children who grew up together on a large farm. It never occurred to them that they were anything other than equal...

An oppressive regime also looms over Reinaldo Arenas's sprawling novel. Before his expulsion in 1980, the Cuban author twice confiscated his manuscript...

Apart from the fact that it takes place during a week's holiday by the sea, there is no narrative and little direction. Not so much a stream as an estuary of consciousness...

As he stumbled through a hopeless defiance of the Bay of Pigs, Castro declared that Castro had "circumvented the freedom of the Catholics of Cuba"...

In this long chronological account O'Brien traces the evolution of Israel from its Zionist origins in the late Nineteenth Century...

FICTION

- Nicholas Shakespeare THE INNOCENTS By Carolyn Slaughter FAREWELL TO THE SEA By Reinaldo Arenas THE CITY BENEATH THE SKIN By Jonathan Gathorne-Hardy HUGGER MUGGER By Max Davidson

also keen for us to know how much research he has done on volcanoes, drills, and flight numbers to Italy. Once understood, the central characters do change, but not in a way the author intends...

Returning to London, Max Davidson's third novel confirms him as an assured chronicler of male-dominated bastions like Westminster, Fleet Street, and the Foreign Office...

Jonathan Gathorne-Hardy's first novel for some time is as readable as it is preposterous. A seedy, bankrupt script-writer falls for an English girl in Herculaneum. No sooner is he struck by her fanatical sensuality than he has the wheeze of paying off his debts by digging for buried Roman treasure...

modelled on Edmund Wilson's To the Finland Station. If his first claim is overmodest, his second is by no means overblown, for this is an outstanding book.

A solemn craft of disguise

Irving Wardle

ON ACTING By Laurence Olivier Weidenfeld & Nicolson, £12.95

With that title and that author you open the book expecting 250 pages of revelation, and suffer a corresponding let-down experienced by all over-awed readers with the exception of Moses...

"I have always been an actor," he says, "who moulds characteristics to hide my personality" and, as he has already shown in Confessions of an Actor, he has some difficulty in playing himself.

One of these is the story of Tyrone Guthrie's advice that he should learn to "love" Shaw's Sergius - a character he had previously despised.

Hugger Mugger charts what happens when oh-so-very-clever people tumble into (and become humanized by) situations of contemptible cliché. Tony, a potential Foreign Office heavyweight and a man who likes to win his arguments...

date, British policy fluctuated in the face of harsh conflicting pressures - from Jews desperate to escape Hitler and from Arabs willing to resort to violence to keep them out of Palestine.



Means Test, 1934 lithograph by James Boswell in The Artist as Reporter, by Paul Hogarth (Gordon Fraser, £25), a study of the work of the scribblers, from Goya and Hogarth to their descendants today...

The time could not be riper or more right for a new study of Rossini. He has made considerable progress since Shaw dismissed him as "one of the greatest masters of claptrap that ever lived"...

rich in every aspect, from what he wrote through whom he met (and even married) down to what he ate. Where would we be without the tourneys? Gonorrhoea ravaged his middle and old age, and the catheters he had to endure might have seen off a less robust man...

As for the Jews, they are depicted as a form of secularized Messianism whose object was to establish a Jewish state in the Biblical homeland, if necessary by force or fraud.

Maestro of rich life and works

John Higgins

ROSSINI By Richard Osborne Dent, £14.95

much in fashion. And that is his right and proper place. Now, and not before time, he has been awarded a slot in Dent's Master Musicians series with a most scrupulous and scholarly text by Richard Osborne...

Or perhaps he is revealing - not his bias, for this is an exceptionally fair-minded book - but his standpoint. Essentially he views the siege from the inside. Moreover, his assertion that the status quo is inevitable is also a denial that even limited Palestinian aspirations are realizable.

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Vertical text on the right edge of the page, including page number 23 and various small notices.

THE TIMES DIARY

The losing of Monkton

English Heritage, it now seems, came tantalisingly close to saving Monkton, Edward James's eccentric, surrealist house in Sussex, the contents of which come up for auction on Monday.

Long shot

Russia's relentlessly tedious 6 pm TV news programme, Yemys, which slavishly toes the party line, is about to be revamped.

On June 9, in Pudding Lane, the Master of the Worshipful Company of Bakers will formally apologise to the Lord Mayor of London for burning down his city in 1666 - just 320 years late.

Light relief

Four MPs and a peer who have volunteered to write short stories in Woman's Own are clearly not afraid of wearing their literary talents on their sleeves.

BARRY FANTONI



'I can't claim much in life but I'm one of the few people to have heard John Carlsle speak in public'

Heaven's above

Dr Michael Ramsey, the former Archbishop of Canterbury, may find himself with a new hobby when, as I mentioned on Tuesday, he moves into Bishopthorpe with John Habgood, the Archbishop of York.

Late stop

Yet more suggestions for the proper form of words to describe the closure of an innings by a batsman who dies at the crease. Wisden, let me remind you, recorded such an incident in 1942 as "29 not out."

PHS

Now a whiff of integration

George Brock analyses the change in government thinking on Ulster

Ever since the first Unionist protests against the Hillsborough agreement six months ago, the government has appeared likely to offer a political concession to buy off the outrage.

Sales talk from Mrs Thatcher and Tom King, the Northern Ireland Secretary, presented Hillsborough as a "twin-track" strategy. Greater cooperation and consultation with Dublin would be balanced by a renewed search for a devolved provincial government shared between Unionist and nationalist politicians.

The second of these two tracks soon vanished. By January, Mrs Thatcher was sounding impatient with talk of devolution. Unionist reaction apart, she was irritated by the unwillingness of John Hume, of the nationalist SDLP, to think in practical terms about devolutionary schemes until Unionist protest had been quelled.

This is a major shift. British governments, Labour and Conservative, have made power-sharing a principal plank of strategy since Stormont was prorogued in 1972.

it has been promoted under a bewildering variety of labels, but they all represented essentially the same idea. Now the basic aim of British policy for the province is again up for debate.

Official Unionists have been divided for years over what they want from London. Until recently the party has been divisible into devolutionist and "integrationist" wings, the latter supporting the incorporation of Northern Ireland into the United Kingdom on the same basis as Wales or Scotland.

The key elements of what the government may eventually propose are that such moves can be made compatible with the existence and operation of the Hillsborough agreement and that they do not lock governments into either "full" integration or irrevocably close off other options, such as devolution, should the prospect improve.

James Molyneux, the OUP leader, has a recurrent motif in his

current speeches and statements about how British governments cannot deny Ulster "equality" of treatment, and has even taken to quoting Labour party spokesmen to this effect.

Noises from the Northern Ireland Office suggest that its ministers are waiting on events: there is the summer marching season to be survived first and the Unionist parties have to clear up what they want before talking of any value can take place.

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Further down the road would lie enhanced local government powers, but considering the past history of local councils, and the chaos at the moment, this would be very much more controversial. The government has an opportunity to thus amend direct rule when Parliament renews it at the end of June, but any action may well have to wait until the autumn.

terrorism, its fullest version would involve mainland political parties organizing inside Northern Ireland - hardly likely now or in the foreseeable future.

But there are steps well short of this which might satisfy the government's aim of persuading the Unionists to live alongside the agreement and those Unionist politicians who do not want the initiative inside their own community to pass to those who want to bring down the agreement by action on the streets.

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Rosemary Righter on the shambles that has proved Thatcher right

Unesco: waiting for the final collapse



Paris A three-week meeting of Unesco's governing executive board - the first since Britain left the organization last December - has convincingly vindicated Mrs Thatcher's decision to withdraw. Britain had contended that Unesco's political bias, the irrelevant and scatter-shot nature of its programmes, its management and financial irresponsibility had reached a point at which it ceased to be a vehicle for international co-operation in education, science and culture.

The significance of the board meeting is that no government is now prepared to make a serious effort to prevent Unesco's decline or to restrain its director-general, Amadou Mahtar M'Bow. There was none of the soul-searching an outsider might expect in a body faced, after the departure of Britain, the United States and Singapore, with the loss of 30 per cent of its revenue.

Unesco's external auditor, who happens to be the British Auditor General, Sir Gordon Downey, was dismissed on M'Bow's recommendation in clear contravention of Unesco's regulations, under which only the general conference of all Unesco's 159 member states could terminate the contract.

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affected by budget cuts because they are financed from elsewhere in the United Nations - were 25 per cent underpaid. M'Bow's illegal decision to stop the appointment of American or British consultants for field programmes is thought to be a contributory factor, along with the inexperience of many new administrators.

The fear privately voiced by diplomats from the West and some Third World countries is that by the time M'Bow's second term of office expires at the end of next year, Unesco will be beyond saving. Yet at the board meeting, even the most general discussion on the succession was ruled out of order in an exchange in which Canada and Japan were shouted down by M'Bow's African supporters.

M'Bow has reversed these. He has placed American and British staff on "temporary assignments", expiring next month. The board's failure to challenge that decision leaves him, in Unesco's estimation, free to sack them.

Activity in Unesco has almost come to halt as a result of uncertainty among the staff and the wholesale reshuffling of managers and administrative units. Its field programmes last year - which should have un-

conciliation, and these were backed up by an aggressive resolution by African board members.

The paralysis of the West at Unesco is best illustrated by the unanimity of governments' conviction that M'Bow must go, and their inability to combine to say so. The Nordics have told him they will not support him, but the influential Geneva Group, composed of the democracies which together pay more than 70 per cent of the UN's funding, is divided.

Struck by the alacrity with which M'Bow, a Senegalese, brushes aside all criticism with counter-charges of racism, the Geneva Group decided last year to get round the problem by informing all heads of UN agencies that it would not support anybody for more than two terms.

Of the three most urgent issues confronting Unesco's member governments - reasserting policy control, drawing up a strategy for the post-M'Bow era, and ensuring his departure - there is no sign of leadership.

These, relatively speaking, are minor differences. The question Halifax must face is would Nato fall apart faced with a real threat? Nato officials say that plans have been carefully revised over the years, the measures practised and systems worked out to ensure a smooth and rapid response to any crisis.

There is nothing like real danger to produce intense concentration on essentials. But there is also the reality of things. The resistance to the deployment of American medium-range missiles in Europe was said to have caused an enormous upheaval in the alliance. Yet, in spite of much sound and fury, they have been deployed. And government after government which approved them has had its action endorsed by its electorate.

As for Star Wars, it is no longer the British alone who are taking part in joint research. Despite their political reservations, the West Germans have signed on, deftly passing the issue to the economics ministry rather than defence. France and Italy too are encouraging their industries to join in American projects.

The foreign ministers can take comfort from the fact that western divisions are open and therefore soluble where Warsaw Pact tensions are hidden. They may conclude that Nato dissension is less serious and less permanent than it appears. But after the shocks of the last few months, vision - and Carrington-style statesmanship are needed to re-

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Ronald Butt

How time could help the Tories

Mrs Thatcher has been dropping broad hints that she is unlikely to call an election before the summer of 1988. She is right to be thinking in these terms and to let the public know her thoughts. Once it became generally expected that the election would be next summer or autumn, we would be plunged into a pre-election atmosphere with every issue being examined by the government and the media in terms of its immediate impact on the voters.

With no more than 12 or 14 months to turn the tide which has been running against the Conservatives for the past year, the government would quickly be taken for a lame duck and Tory confidence of victory could quickly ebb away. Of course, even if the target date was some time in 1987 the Prime Minister could still put the election off should that seem sensible (just as she can now advance the election to 1987 if things dramatically improve).

But to seem to put off the election at the last moment would make the worst of both worlds. Mrs Thatcher would have demonstrated a sudden fear of facing the voters (as James Callaghan did) without having given the government the confidence it still has another two years in office.

On the most pessimistic Tory view, this respite at the very least allows more time for the government's achievements to take root, making it that much harder for a Labour government to undo what has been done with popular support - anti-inflation financial discipline, increased private ownership, more individual responsibility and trade union reform.

There are also important policy questions to be settled. Just as the old "wets" have gone from the government (and are fast going from Parliament) so the arguments over public spending take a new form. It is no longer a question whether spending should be cut or taxation raised but whether, in a changed economic situation, spending should be raised or taxation lowered - or some of each.

Above all, after the tactical mistakes of recent months, the government needs time to fashion

a fresh response to public anxieties which are very different from those which were dominant in the 1979 and 1982 election campaigns. Next time, the Tories will face two different enemies in two different types of constituency - Labour in the inner urban and industrial areas, especially in the north, and the Alliance in the suburban or rural seats which the Tories have hitherto taken for granted. Both enemies, however, direct their fire at the same topics on which the Tories face most public criticism.

The public is not at odds with most of what the government has done: the anti-inflation policy is appreciated and there is general support for privatization and the commonsense policy of trade union law and strikes. The criticism focuses rather on what the government has not done: on its failure to ensure that hospital wards do not close, that schools are kept to a decent standard, that essential welfare services are not run down - and, of course, on unemployment.

The criticism aroused by Lord Young's remark that the 87 per cent who are working have never had it so good illustrates very well the way some ministers fail to understand the political problem. So far as everyday standards are concerned, the statement is true. But for the 13 per cent out of work it is not true; nor is it true for those in or out of work who need hospital treatment and cannot get it or whose children are in poor schools. Nor, of course, is it true for those important opinion-formers, the academics, who have turned heavily against the Tories.

The government is not helped by the rhetoric of those of its best friends who often seem to transmute the valid and valuable idea of the market into the kind of blind and insensitive dogmatism of which socialists are rightly accused. Indeed, they sometimes seem intent on reducing a good idea to absurdity for the dramatic satisfaction of seeing the government go down in the ideological flames of a good cause.

If we could wave a wand and produce a different health and education system, mostly private but government-insured, and a welfare system geared to real need and avoiding bureaucratic or eccentric waste, that would be fine. But the wand is not available and, as things are, the great majority rely on public services and would sail on public services and would sail on public services and would sail on public services.

That is one reason why the 87 per cent in employment are not as content as theoretically they should be. The other reason is that there is more altruism in voting than is commonly supposed. The shift to Labour of so many middle-class people in 1964 in the (vain) search of a fairer society, even in matters that did not affect themselves, could be repeated. Today, again, there is an altruist vote and much of it is going to the Alliance. The government is likely to need two years in which to win it back.

moreover . . . Miles Kingston

I'm only here for the peer group

Recently I have been staying in the same house as someone who is in the last throes of revising for her A level Sociology exam, and it has swiftly been borne in upon me that what is needed is a succinct cheat sheet to sociology terms that can be cut out and taken discreetly into the examination room. Here, then, it is.

Brechtian alienation: A gradual conviction on the part of a German playwright that every Kurt Weill tune sounds like every other Kurt Weill tune, and a consequent determination to find another co-composer.

Sartrean alienation: A tendency, on the part of a French philosopher, to get fed up with the ideas of Simone de Beauvoir.

Structuralism: A tendency, on the part of other French philosophers, to get fed up with Sartre's ideas, and to replace them with something more up to date and marketable.

Post-structuralism: The analysis and division of one's post into different categories such as personal letters, postcards, bills, junk mail and letters for the people next door.

Displacement activity: Taking letters for the people next door, next door.

Regression: Forwarding letters for people who used to live here.

Embourgeoisement: Home improvements indulged in by the better-off kind of sociology teacher.

on. According to Marxist principles, the oppressed, but more numerous ratings will finally take the sub into their own hands and head for the nearest port in search of booze and women.

Counter-culture: Another theory which states that if you put two girls behind a shop counter, they will spend all day discussing what they are going to do that evening, ignoring their customers.

Communal society: A kind of primitive, pre-metropolitan society, simple in structure and usually situated in Santia, Greenland or the Andaman Islands. It consists of a sociological observer, his research assistant, a housekeeper and a small tribe for him to observe.

Roland Barthes and the Structuralist: A group who had some minor hits in the 1970s, thanks to their incomprehensible lyrics.

Significance, signification, significance, signification, etc: French misprints.

Black: A term used by sociologists to describe such ethnic groupings as West Indians, Pakistanis, Arabs, Sri Lankans etc, probably because none of them has anything in common with any of the rest of them, and very few of them are black.

Alternative comedy: Something you can try when you are fed up with comedy.

Peer group approval: A successful appeal to the House of Lords.

Levi Strauss: A kind of hard-wearing, no-nonsense, intellectual denim range of designer jeans, also known as French wranglers.

Sexist: Any theory which tends to explain things in terms of men is called sexist. If it explains things in terms of women, it is merely called feminist.

Glam rock: Pop music from South Wales.

Semiotics: The theory that any symbol can be given any meaning and still make perfectly good sense. That's the theory. In practice, of course, you only get marks for the ones the examiner has used.



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MR REAGAN'S ULTIMATUM

By threatening to end American compliance with the Salt-2 treaty on arms control, President Reagan has come close to taking one of the most controversial decisions of his six years in the White House. How far it will affect the political relationship between the superpowers remains to be seen. But its impact upon the Western alliance could be serious.

It is not the first time that the President has issued such a warning. He was among those who opposed the treaty when it was signed in 1979 and he spoke vigorously against it on his way to the White House, describing it as "fatally flawed." Last June, he announced that the United States would continue to abide by its terms despite continuing Russian violations. But it sounded like a close-run thing.

What, then, is new? More recently, there was a very real possibility that the US Navy would breach the treaty when the seventh Trident missile submarine came into service. The President has once more avoided this by agreeing to scrap two elderly Poseidon boats, thus keeping within the Salt-2 limit of 1,200 multiple-warhead missiles at sea. Now he has said that unless the Soviet violations stop, the US Air Force will break Salt-2 later this year by continuing to equip its fleet of B-52s with cruise missiles, beyond the 130-bomber limit permitted. Will he back down again?

Complaints about Soviet violations of the Salt-1 and Salt-2 treaties began before the ink was dry and have continued ever since. At least seven clear breaches of Salt-2 were listed two months ago by the US Arms Control and Disarmament Agency (ACDA). These ranged from clashes over the number of nuclear delivery vehicles to accusations over the production rate of the Backfire

bomber. But the two violations which most concern Washington are the deployment of the SS-25 mobile missile and the use of code to transmit data from their ballistic missiles - which inhibits unilateral monitoring by the Americans, as permitted under Salt-2 verification measures.

The Russians deny all the charges. The SS-25 which, by following the SS-24 into service, breaches the limit of one new missile system, is - they say - no more than a replacement for the ageing SS-13. Not so, replies Washington, since it is more than five per cent different from the older model. As for the encryption of their missile telemetry, the Russians have taken advantage of some inadequate drafting in Salt-2 and have protested their innocence. Moreover, they add, they have actually taken more weapons out of service than have the Americans in order to comply with treaty limits.

But the weapons which have been removed by the Soviets tend to be old and outdated - even more so than the Poseidon submarines. Moreover, it is hard to see them reversing their policies to the extent of allaying American suspicions. They could go some way towards doing so by ending the encryption of their missile telemetry. But would they consider withdrawing the SS-25 when it is already being introduced into service? The conclusion must be that Salt-2 - the last bilateral nuclear weapons treaty signed by the superpowers under the series of negotiations initiated by Henry Kissinger in 1969 - looks like coming to an ignominious end.

How much does that matter? There are, after all, other constraints which will prevent either superpower from investing in an infinite stockpile of overkill. Salt-2 did little or nothing to lessen the mutual mistrust between Moscow and

Washington. Indeed, it would seem to have bred mistrust itself, confirming the worst suspicions about signing arms control agreements which are seen by one side to be less than satisfactory. Negotiations over a successor to Salt-2 are continuing at Geneva - admittedly without conspicuous success. And it is also true that one side should not be allowed to violate the provisions of a bilateral treaty and get away with it.

Should not Salt-2, an ill-starred agreement from the beginning, now be laid to rest? The Soviets do not seem unduly worried about that prospect. The reaction by Tass to the American announcement was comparatively mild yesterday.

There is a counter argument that the United States, for all its long-standing grievance over Russian violations, should wait until a new treaty is at least in sight before openly abandoning the old one. President Reagan also takes the risk that, by abandoning Salt-2, he will confirm the cartoon view of himself as a belligerent cowboy within Nato. But have Soviet violations so upset the strategic balance that such action is called for? Might not the losses, of which heightened tensions within Nato would be the heaviest, be greater than the gain?

There are six months to go before the White House ultimatum expires. It would be ideal if both superpowers could find common ground before this date arrives. But the principal onus for achieving this rests upon the Soviets whose treaty violations are at the root of the present problem. If in the end President Reagan does not get the concessions from Moscow that would enable him to continue observing Salt-2, the Nato allies must know where to place the principal blame.

NOT-SO-INNOCENTS ABROAD

The convention that politics stops at the water's edge was easy to observe when British politicians stayed at home. It is less respected in an age when political leaders spend much of their time, in and out of government, gallivanting around the globe.

In different ways, Mr Kinnock in India and Mr Healey in the Soviet Union have demonstrated just how far the convention has been eroded. Mr Kinnock's criticism of the Prime Minister as a "camp-follower" of President Reagan had the acrid smell of the hustings about it. And Mr Healey's assurance that if the British government rejected Mr Gorbachov's absurdly one-sided arms control offer, then the Labour party would make an agreement based upon injected party politics directly into Anglo-Soviet diplomatic bargaining.

An objection in the past to partisan attacks abroad was that a politician who had been attacked could not answer back since he might not even know of the attack. That no longer holds. He is, indeed, likely to be asked for his comments via satellite that very night.

Strict observance of the convention, then, is unrealistic in a world made much smaller by modern communications.

All nations are better informed about the political controversies of their neighbours. They will want a visiting statesman to address them frankly on issues of interest, and they will feel insulted if he takes refuge in inoffensive bromides and non-partisan homilies. The Indian audience addressed by Mr Kinnock, for instance, would scarcely have accepted an answer from him on Britain's immigration laws that did not candidly discuss differences between the major parties - though whether the British voters who overheard him will welcome an immigration policy that implies more immigrants is another matter.

Still more to the point, political issues no longer stop at the water's edge. Recent years have seen the development of what are, in effect, transnational political issues. Privatization is pioneered in one country and copied (or cited as an awful warning) in others. Issues like the NATO decision to deploy medium-range missiles in Western Europe are plainly controversial across national boundaries.

When a politician associated with one side of such an argument visits another country, he will inevitably be questioned upon it. His reply cannot help being partisan in terms of his own domestic

politics. But the alternative is to say nothing at all.

If the convention cannot be sustained in its strictest form, however, that does not mean it should be abandoned altogether. Foreigners, unused to the vigorous debating style of the House of Commons, are often shocked when they hear the abusive style of Commons repartee. They are no less likely to be embarrassed by the importation of British political abuse into their own country where it is bound to sound still more crude out of context. Political differences, when ventilated abroad, should be expressed candidly - but with a prudent level of decorum.

Even stricter restraint should surely be observed when the politician is visiting a nation which, though not an enemy in wartime, nonetheless has a foreign policy broadly hostile to this country. Mr Healey's welcome for the Soviet proposal that there should be "equivalent reductions" in the Soviet and British nuclear forces, is a case in point. It goes beyond merely expressing honest differences with political opponents and plainly undercuts the British government's bargaining power. It thus enhances the prospects for Soviet diplomacy - precisely the effect which the old convention was designed to avoid.

Cornish tin mines

From Mr Ray Roddan
Sir, Much capital has been invested recently in Cornish mines to help with their modernisation and it is this programme which has been interrupted by the collapse of the International Tin Council. Much is made of the fact that consumption of tin has declined recently but nevertheless it is still a healthy 163,800 tonnes a year. Given the drop in the price, this is likely to remain or even to increase.

Some of the older mines in Brazil and Bolivia are nearing exhaustion and, together with some of the Asian (Association of South-east Asian Nations) and African mines will be unlikely to survive the new low price regime. If the current development programme can be completed the Cornish mines will have a unit cost which will make them competitive in these conditions.

If a league table were to be drawn up based upon cost of production the Asian, Bolivian and African mines would be at the high-cost end and the Brazilian Paranaipama mine and Renison (Tasmania) would be at the low-cost end. Cornwall would be in the lower half of the high-cost end.

reach up to and above the cost of production in Cornwall. The concluding paragraph of the select committee's report on the tin crisis sums up the way we in Cornwall feel:

It is of supreme importance that the Government should begin negotiations with the industry on the possible types and amounts of aid and conclude them without delay. We believe that the Cornish tin industry is worth saving. Yours faithfully, RAY RODDAN (Senior shop steward, Transport and General Workers' Union, Geevor Tin Mines, plc., Nineveh, Trewellard, Near Pendennis, Penzance, Cornwall, May 27.

Books in schools

From the President of the Booksellers Association of Great Britain & Ireland
Sir, Your account of the HMIs' annual report (May 22) makes depressing reading. May I highlight one aspect, obviously close to the interests of this association, but nonetheless vital in a much wider way? I refer to the deterioration of book provision mentioned in the report. The Booksellers Association

cerned for some time about the decline of the book stock in schools. The report presented to our own recent annual conference points out that in real terms schools and other educational institutions are spending less by a large margin now than eight years ago, and that the decrease between 1984 and 1985 was probably 4.2 per cent.

The result is not only numerically fewer books in schools, but sharing of textbooks, improvement of school libraries, and deterioration in the physical condition of the books actually in use.

Obviously, we are concerned as a trade. But it is surely right to point out that books are a very special commodity. Children's attitudes to books, their experience of books, their assessment of the value placed on books by their teachers, heavily influence their attitude to reading.

The present situation must suggest to many children that books are unimportant, and if that is how books are regarded, there is direct discouragement to the achievement of literacy. Yours faithfully, JOHN HYAMS, President, The Booksellers Association of Great Britain and Ireland, 154 Buckingham Palace Road, SW1.

University grants in real terms

From Professor A. W. Bradley
Sir, In his comments on the latest cuts in university funding, Sir Keith Joseph described the University Grants Committee's decisions as a landmark in the history of higher education. Even if they constitute a landmark of a kind, they do not deserve to be clouded with an instant mythology which has nothing whatsoever to do with reality.

It must be pointed out with as much emphasis as speech can command that the UGC's decisions discriminating between universities were not based upon any assessment of the quality of teaching in different universities. In different faculties or in different departments - for all that the Government and the UGC know, the universities which will suffer most as a result of the decisions may be the universities in which the highest standards of teaching are maintained.

In its recent decision-making process, the UGC was concerned neither with the quality of a university's teaching, nor with the quality of a university's students. It may have been concerned with the comparative costs of undergraduate education which is a totally different matter.

The UGC was instead concerned with the extent and quality of research. This was a controversial and difficult exercise that may, except in a few very clear cases, have been attempting the impossible. But I believe that this exercise will be seen to have had a relatively marginal effect on the outcome in the overall decision on each university's finances. These decisions have essentially been based on a formula-based approach to the allocation of resources, about which far too little is known.

If any of your readers, Sir, should believe that the league table of severity in cuts as between the universities in Great Britain is a direct reflection of an informed judgment on the quality of teaching and research within those universities, they are either deceiving themselves or have been misled by others. Yours faithfully, A. W. BRADLEY, 9 Albert Terrace, Edinburgh.

From Mr D. J. Towers
Sir, The Government's grants to universities, announced today, have created a confusion of statistics - some figures are in money terms, others are in real terms against an estimated change in the retail price index, and further information has been given on the inflation index which applies to universities.

In money terms (a) the grant to universities has been increased by 1 per cent; (b) the universities which are being made to suffer most are having their grants reduced by 0.5 per cent (this includes Keele University); (c)

A fairer use for doctors' pay rise

Warwick University, which is having the largest increase in grant, is having its grant increased by 4 per cent. The expected change in the retail price index over the next year is 3 per cent and this ties up with the Government's statement that grants to universities are being reduced by 2 per cent in real terms - i.e. a 3 per cent inflation rate with a 1 per cent increase in grant in money terms gives a 2 per cent reduction in grants in real terms.

However, university costs are expected to increase at a greater rate than the retail price index - as 70 per cent of the costs of universities are labour costs, the rate of increase in pay to employees is much nearer to the increase in costs than the retail price index. The rate of increase in university costs is expected to be about 5.25 per cent.

If the index of increase in university costs is used (rather than the RPI) the actual cut to universities is 4.25 per cent, and even the most favourably treated university is having a cut of 1.25 per cent in real terms. The most heavily treated universities (like Keele) are having a cut of 5.75 per cent in real terms.

I wonder how many other public bodies are having their statistics manipulated in this way - I understand that health service costs increase at a greater rate than inflation and that these costs eat up "growth" money. The fact remains that all universities are having a cut in their grant in real terms, and the average cut of 4.25 per cent is more than twice the cut reported by the Government.

Yours faithfully, DAVID C. ANDERSON, University of Manchester, Department of Medicine, Hope Hospital, Eccles Old Road, Salford, Greater Manchester, May 21.

From the Master of Downing College, Cambridge
Sir, Your Education Correspondent referred on your front page (May 21) to the "radical new review of university teaching (my italics) and research". We are hearing the same phrase elsewhere.

I want to persuade your readers there has not yet been a proper review of university teaching. While no one would deny that teaching is enriched by research, it is generally agreed that many other important factors - even the satisfaction of the graduates from courses - would have to be taken into consideration in these matters.

Certainly it should not be implied that the recent tabulation of UGC grant adjustments represents a review of teaching quality. Yours faithfully, JOHN BUTTERFIELD, The Master's Lodge, Downing College, Cambridge.

associated with agriculture, oil spills, lead, straw burning, "Euro-beaches", long-range air pollution, waste disposal and recycling. Its current activities include studies of fresh water quality and the release of genetically engineered organisms to the environment. Whilst specific studies are in progress, the commission monitors developments across the field of environmental pollution generally, including the follow-up to earlier reports. Yours faithfully, T. E. RADICE, Secretary to the Royal Commission on Environmental Pollution, Church House, Great Smith Street, SW1, May 20.

Pollution check

From Mr T.E. Radice
Sir, In his article about nuclear waste (Spectrum, May 20), Thomson Prentice refers to "a Royal Commission" which reported 10 years ago.

Evidently he is unaware that the commission is still going strong! It is a standing body, whose terms of reference are "to advise on matters both national and international, concerning the pollution of the environment; on the adequacy of research in this field; and the future possibilities of danger to the environment".

Since the report mentioned (the sixth), the commission has produced five more, covering between them a wide range of pollution problems, such as those

Lawyers' fees

From Mr Peter J. Butler
Sir, The letter from the Chairman of the Criminal Bar Association (May 23) concerning rights of audience and lawyers' fees is superficially persuasive only.

The fact that solicitors in private practice may command higher fees than barristers for conducting prosecutions in the magistrates' court is no justification for denying solicitors in the Crown Prosecution Service rights of audience before the crown court. So far as costs in criminal cases are concerned, a solution would be to allow solicitors and barristers to enjoy exactly the same rights of audience, and for advocates in the magistrates' court to be paid fees according to one and not two scales.

Chasing the money

From Mr David Harrington
Sir, It is commonplace for businesses to be late in paying their debts. This is a desperate problem for small businesses owed money; they are particularly vulnerable to shortage of cash, they have little leverage in persuading large customers to pay, and it is often the principal of the firm himself who must chase the debt. In large firms, too, late payment is inefficient, in that unproductive time is spent in chasing the money, and unproductive time is spent resisting the chaser (usually with lies).

The Government has at last addressed itself to the problem - but with a "code of practice". How a code of practice will have any effect on companies already prepared to break binding contracts is hard to see. And yet there is a remedy to hand, which would cost nothing to administer, would not interfere in the terms of trade between companies, and would even raise a little money for the VAT man.

The statement that "solicitors have higher overheads than barristers" is a half-truth. Lawyers who are unconcerned to provide a wide range of service and are advocates inevitably have lower overheads than those lawyers who do offer a broad service.

Given rights of audience before the higher courts, in the present climate of solicitor advocates would develop with similar overheads to those of barristers' chambers. The system needs reform - not special pleading to preserve a monopoly. Yours faithfully, P. J. BUTLER (Chairman, Young Solicitors Group, The Law Society), 30 Grosvenor Road, Wrexham, Chwyd, May 23.

Minding the shop

From the Reverend G. R. and Dr K. M. Curry
Sir, We may be naive but we are intrigued to know where the "back" stops this weekend. Her Majesty is in Kentucky, the Prime Minister in Israel, the Deputy Prime Minister in Russia, the Home Secretary is off to New York, and even the Leader of the Opposition is going abroad! Yours sincerely, GEORGE CURRY, KATHRYN CURRY, St Stephen's Vicarage, Clumber Street, Elswick, Newcastle-upon-Tyne, May 24.

Letters to the Editor

King John VI of Portugal returned in 1821 to his country from Brazil where he had gone during the Napoleonic campaigns, and undertook to uphold the democratic constitution that had been set up in his absence. But his second son, Miguel, led an absolutist insurrection in 1824, and the king found himself a virtual prisoner. With the help of the British and French embassies, he escaped and boarded a British man-of-war anchored in the River Tagus "a cannon shot from the bank." This example of gunboat diplomacy helped to restore the king's authority and order in the capital. Miguel was dismissed from the post of Commander-in-Chief and sent abroad but was pardoned by his father, "noone wishing to see him vexed."

My department's medical secretaries, for example, have no proper career structure and earn only £2.20 - £2.86 an hour. They are highly experienced people in responsible jobs, whose mistakes also can kill patients; if they leave for better-paid and probably less responsible jobs it will be a major blow to the service they help to sustain.

Or take the shocking state of the hospital's case notes - vital documents falling out of ancient files that need to be put into order by (also underpaid) medical records staff who - so sorry - can no longer be afforded.

I believe that many hospital doctors would be willing to forego the next pay increase if it meant that important jobs in an already over-stretched service could be saved, and if vital but neglected staff, such as medical secretaries, were dealt with generously instead. What is the point of us being very well paid if in the process we can no longer provide the service to patients for which we are trained? Yours faithfully, DAVID C. ANDERSON, University of Manchester, Department of Medicine, Hope Hospital, Eccles Old Road, Salford, Greater Manchester, May 21.

Chernobyl disaster

From Dr D. D. Harkness
Sir, In your columns of May 13 Mr E. Rosenstiel expressed a particular area of concern over the assumed release of carbon-14 from Chernobyl. Would this accident prejudice radiocarbon dating - the well established and ubiquitous method used to chronicle events pertaining to the past 50,000 years of earth history?

Fortunately such fears may be readily allayed. The radiocarbon chronology is dependent solely on the residual abundance of those carbon isotopes which the sample incorporated while still alive - i.e., long before mankind had a significant impact on nature's balance.

It is noteworthy in this context that Chernobyl does not represent the first release of artificially produced carbon-14 to the earth's atmosphere. The nuclear weapons test programmes of the mid to late 1950s resulted in a transient increase of almost 100 per cent relative to the natural, cosmic-ray induced, inventory of this radioactive isotope of carbon. The contribution from Chernobyl is likely to prove insignificant by comparison.

Measurements are under way at this laboratory to ascertain the extent of any detectable enhancement of carbon-14 in air masses passing over south west Scotland since May 1. Yours faithfully, DOUGLAS HARKNESS, Natural Environment Research Council Radiocarbon Laboratory, Scottish Universities Research and Reactor Centre, East Kilbride, Glasgow, May 19.

Tourist boycott

From Mrs Patricia Hurford
Sir, I have this morning heard that a professional course I had booked to attend in Oxford in July has been cancelled because one of the two Americans running it has refused to travel. My indignation is mixed with disbelief that fear in the US has reached this proportion; enormously deep fears must have been triggered off in normally venturesome and courageous people when even professionals choose to forego commitments in Europe.

On many occasions travelling in the USA my husband and I have smiled warmly at the phrase often used over there in public places - "for your safety, comfort, convenience and protection". I wonder how we can help our American friends remind themselves that any life lived entirely in accordance with seeking safety, comfort, convenience and protection would not be worth living; and that if they delude themselves that these qualities are available in the USA and nowhere else, then terrorism has already won a battle of quite terrifying proportions. Yours sincerely, PATRICIA HURFORD, Broom House, St Bernard's Road, St Albans, Hertfordshire, May 24.

From Mr Stephen Colebrook
Sir, Given the current criticism of the "unjustified" reluctance of American tourists to visit Britain, I wonder how many British tourists have visited Northern Ireland or even the comparatively untroubled Republic of Ireland in recent years? Yours faithfully, STEPHEN COLEBROOK, Greening House, Tilford Road, Hindhead, Surrey, May 24.

ON THIS DAY

MAY 29, 1824

King John VI of Portugal returned in 1821 to his country from Brazil where he had gone during the Napoleonic campaigns, and undertook to uphold the democratic constitution that had been set up in his absence. But his second son, Miguel, led an absolutist insurrection in 1824, and the king found himself a virtual prisoner. With the help of the British and French embassies, he escaped and boarded a British man-of-war anchored in the River Tagus "a cannon shot from the bank." This example of gunboat diplomacy helped to restore the king's authority and order in the capital. Miguel was dismissed from the post of Commander-in-Chief and sent abroad but was pardoned by his father, "noone wishing to see him vexed."

PROCLAMATION OF THE KING TO THE NATION FROM ON BOARD THE WINDSOR CASTLE.

"Portuguese! - Your King does not abandon you. He only seeks to deliver you from the terror and anxiety which press upon you; to re-establish the public tranquillity, and to tear the veil which still conceals the truth from you, in the certain hope that he will call all his loyal nation will unite to support the throne, and to put an end to the shock of exalted opinions and passions, which have produced such a fatal anarchy, and menaced the Government with a total dissolution..."

"On the 30th of April all the troops of the capital appeared under arms, and my presence was seen to leave the Royal palace to place himself at their head; and to order, without any authority of mine, the arbitrary arrest of an immense number of officials of all classes, invested with the chief powers of the state, in whom are comprised my own ministers and servants of my household. The palace which I inhabit was seen surrounded with an armed force, or rather was transformed into a prison, and all access to the Royal palace was then observed proceedings so violent that they amounted nearly to open rebellion, while all the representatives of the Sovereigns of Europe thought it their duty to protest formally against the violation of my Royal authority."

"Meanwhile, as I desired, even at the price of the greatest sacrifices, to preserve the public tranquillity and the harmony that reigned among all branches of the Royal family, I was pleased to order that all judges should be appointed to proceed legally against the accused, and to pardon my son for the excesses of jurisdiction that he had committed, in the hope that the just course of the laws being thus established, revolutionary measures would cease, and good order would gradually reappear. I obtained nothing of that which my paternal heart desired with anxiety. On the contrary, the arrests continued, as likewise the orders issued by my son, and considering for the most part by obscure individuals who have no share in the government."

"Determined to put an end to this public scandal and finding no means of making known my Royal will, because I was surrounded by the factious persons who deceived my son, and who on the 30th of April had deprived me of my liberty, I formed the resolution to avoid a struggle the issue of which could not be doubtful, considering the known fidelity of the Portuguese nation, to go aboard a British line-of-battle ship, in order that I might frankly make known to my subjects my situation, and call them, if necessary, to my defence."

"By this proclamation I confirm in the exercise of authority those who are invested with it, so far as I do not order the contrary; and I command all and everyone to show the strictest obedience to whatever shall be prescribed in my Royal name by those who may henceforth command you. "Subjects of all classes, observe order, and hope from your Sovereign the re-establishment of public tranquillity, of justice and security."

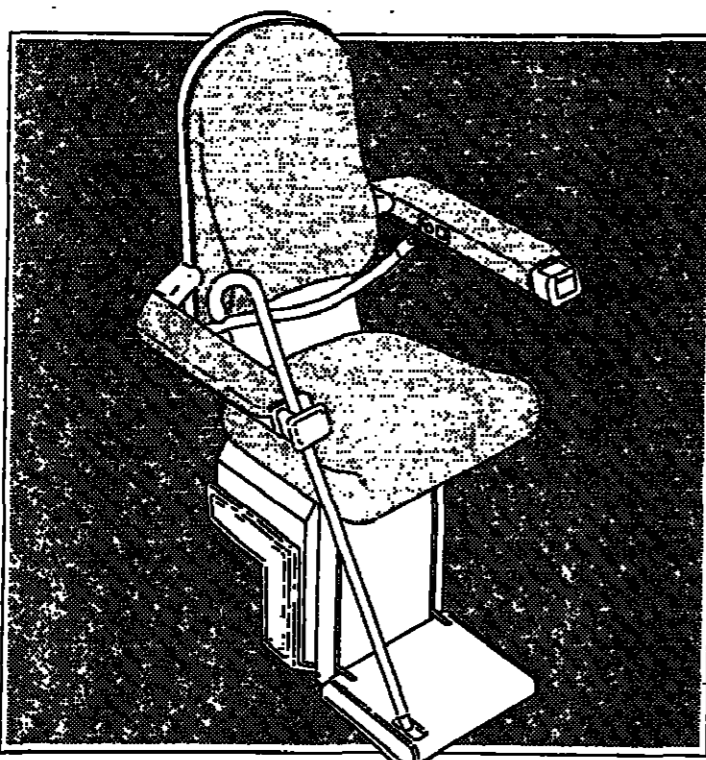
"Given on board the English ship, Windsor Castle, in the roadstead of the Tagus, May 9, 1824. (signed) "THE KING"

Signs of the times

From the Rev Michael Langan
Sir, Mr Raymond Parkin (May 20) offered another, drawn from our motorways, those significant symbols of modern life. In seeking signs of "secularization", or the desire of some to restrict our faith to the personal arena, why look further than the M25 or M1 which proudly proclaim "No services on motorway?" The M11 underlines the point by censoring mention of the episcopacy and signs simply "P. J. Starford" at its junction with the A120! Yours faithfully, MICHAEL LANGAN, Church House, West Street, Grays, Essex.

From Mr Jack Jones
Sir, Mr Rawson's idea (May 24) for the general use of a job-title prefix to surnames has perhaps been anticipated by the Welsh use of a similar suffix. Using this, you correspondents' examples would become Smith the Money, Evan the Hurdles, and Jones the Mole. Status does not enter into it. The practice is a necessary aid to identification in a land that has produced such numbers of us who have to sign ourselves, Yours faithfully, JACK JONES, Woodlands Cottage, Marvel Lane, Newport, Isle of Wight.

1. But s left p and paffer is by ter fig-day, which h a 38 and a uc on er 45p ripped mab at 1 Rell- 13p. Op to t at the exiles, and S ned 8p New- a quiet ice of it s were Volton 49p. s trad- 7p mother nd Off Coast -7 per mother 155 46 23 160-10 16 3-4 188-12 55 560 2 inc 15,908 VEST- the six c divi 10.8p £200, 16,740 ods 18 (517) 1,610) was ex- and 15,908 s? NO d e rised year 1986. und £260 e



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Conran Design Group is one of the largest design consultancies in Europe. For many years we have been using our expertise to create well designed products, retail outlets and public environments which have brought pleasure to people and prosperity to our clients.

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Stannah Lifts have a worldwide reputation for reliability. They commissioned us to design a lift chair that would be safe, easy to use and look good in the home.

After careful research we designed a chair which was easy for an elderly or disabled person to use, simple to control, and comfortable to sit in.

If you would like to find out how good design can work for you, please contact Christopher Cook, Conran Design Group, The Heals Building, 196 Tottenham Court Road, London W1P 9LD. Telephone 01-631 0102.

CONRAN DESIGN GROUP



ARCHITECTURE-FASHION-GRAPHICS-INTERIORS-PRODUCTS-PHOTOGRAPHY-ADVERTISING-MARKETING

Making light of life

Today an exhibition called New Design for Old opens at The Boilerhouse at the Victoria and Albert. It is the inspiration and determination of one woman who has persuaded, argued, charmed, organised and finally won the first round in the battle for all of us to enjoy the whole of our lives.

Helen Hamlyn, who trained at the Royal College of Art as a designer, was given the wherewithal to set up a foundation by her husband, Paul Hamlyn, the publisher, as a 50th birthday present. In her words, this exhibition, sponsored jointly by the Conran Foundation and the Helen Hamlyn Foundation, furthers the foundation's objectives in several ways. These are to encourage creative solutions to everyday obstacles, to encourage students and experts alike to focus their professional talents on such problems, to encourage the commercial

A sense of personal identity and dignity

world to take note of a potentially lucrative market, and to make the general public realise that there are now more than 10 million people in the country who are over 60.

We appear to go through life with the blithe assumption that nothing will ever happen to us. Old age, in a commercial world which worships youth, is invisible to a consumer, although many people described as "old" refuse to fall into the conventional pattern.

However, at one time or other, and it may be very late in life, accidents do happen. Footfalls and handholds are not as steady as they were. Failing eyesight and falling



Life gets easier: Helen Hamlyn in the kitchen designed by Roland Gibbard for independent living. Below, a model demonstrating heat-retention screens, and more traditional, a soft but firm wicker chair

health may not be involved, but even in one's prime, it can be terribly difficult to get the top off a jam jar or bottle, and with the onset of arthritis this is just one more problem of everyday life which could be made much easier through good design.

Why is it, Mrs Hamlyn asks, that the old may spend the last days of their lives in faceless, tasteless hospital wards, or in an environment where almost

everything is very ugly? It is important, she feels, that an aesthetic environment where a sense of personal identity and dignity can flourish should be preserved.

Helen Hamlyn has persuaded 17 internationally known designers to look at a number of everyday items. These include chairs, tables, something which will turn keys, a screen to maintain warmth in a room, a bed, a shower, a safe step ladder, a set of cutlery, overcoats and dresses, coatings which will enable keyholes and door handles to be seen in the dark, the "Independent Living Kitchen", and electrical appliances.

Looking at the exhibition, the viewer need not be old to experience a sense of wonder. Why can't a refrigerator which is two-thirds freezer and one-third refrigerator be commercially and universally available? Phillips of Eindhoven put their design team to work, and came up with an household appliance, which also has easy handles to open. The door is reversible so that

New fridges, hobs, beds and TVs

the appliance can be positioned with a left hand or right-hand opening.

The same amount of thought has gone into the halogen hob for the Independent Living Kitchen. The hob has heating elements at the back only, so there is no leaning to reach out for a pan which has to be lifted over a source of heat. The oven can be used as an ordinary oven, or for grilling, or as a microwave, and the controls are neat (though large).

The commonsense approach continues: Hartmut Essinger has a bed which grows – low when young, higher when you are old, with a selection of grips to help you in and out, if you need it, and a table attachment (which will also tilt) to take care of meals and reading and writing. His firm, Frogdesign, has also produced a TV set (with video and compact disc) which can be rotated through 90 degrees.

Something far less advanced but so simple that it takes a designer to think of it is Robin Day's re-design of a reflective screen which recycles heat, producing a warm zone within a room, which also economises on fuel and which is constructed of three lightweight panels covered in heat reflecting material. Robin Day, one of the great names of British design is 70 himself.

Kenneth Grange (design work includes the 125 High Speed Train cab exterior) has considered the problem of taking a bath or a shower – an activity not only of personal dignity but also of danger – a large proportion of accidents happen in bathrooms to people of all ages. His solution to washing feet is ingenious and practical, as is the provision of three shower heads at differing heights, continuous handrails, and the seating and standing area.

The last two years have been hard work for Helen Hamlyn, and she has travelled widely, in particular in the United States, to see how other countries face these problems. She views this exhibition as only the beginning of what will be a lifetime of work – to change the attitudes, both public and private, to the way we will live the last third of our lives. She has the example of her mother, now in her 80s, but enjoying her life to the full, to spur her on. One of these days, it may well be that what she is telling us so plainly will be accepted by everyone.

Philippa Toomey
New Design for Old: May 29 - July 3

SOME ISOLATED FACTS ABOUT BEING OLD IN BRITAIN.

One household in seven in the UK
is inhabited by an old person living alone.

One million old people have no regular visitors.

500,000 old people have no living relatives.

189,000 old people can't get in and
out of bed without help.

1,056,000 can't walk unaided.

For many people in Britain, old age offers little to look forward to. The isolation and frailty that it often brings can all too easily become loneliness and despair.

Yet by funding practical projects throughout the country which bring care to the frail, and contact to the isolated, Help the Aged is bringing thousands of old people new independence, and a new lease of life.

THE MINIBUS.

20,000 old people use a Help the Aged-funded minibus a week. Here's what it means to just one of them: "You have to be strong inside to live alone stuck in a wheelchair on the top floor of a tower block. I didn't get out for weeks on end, but now I have regular trips to look forward to. I can choose my own shopping – I couldn't before. I'd be lost without it."

So far we have funded 241 minibuses, and we aim to continue to place one on the road every week.

THE DAY CENTRE.

"After I lost my husband I was on my own for three years before I came to the centre. I was so lonely, and I started to wonder if it was worth going on. Now I have hosts of friends here, we do all sorts of things. Without it I'd just fade away."

A refuge from loneliness is not the only thing a day centre provides. Their warmth, and hot food are life-savers to thousands of old people. And staff and friends can keep a watchful eye over the welfare of their guests and direct help where help is needed.

Last year alone, 131 were supported by Help the Aged.

THE DAY HOSPITAL.

"Being old isn't different, just harder", says Community Sister Val Voak of St. Mary Abbots Day Hospital. "Old people take longer to recover than others – time that ordinary hospitals cannot give them. Here we aim to bridge the gap between hospital and home with a combination of treatments tailored to individual needs so full hospitalization can be avoided. Being able to get up off the floor, for example, can make the difference between managing at home – or not."

Day Hospitals provide much needed support for family carers too. Help the Aged has raised funds for 2 day hospitals; more are planned.

LIFELINE.

Imagine what it's like to be afraid to move about in your own home. "At about 9pm I slipped and went bang. I just lay there shivering all night until, by chance, a neighbour popped by at 11 the next morning."

Thousands of old people living alone are at risk from accidental injury, illness or intrusion. A Lifeline emergency alarm unit puts help instantly on call 24 hours a day. So far Help the Aged has placed over 500 in the homes of the most vulnerable, and will continue to do so.

Throughout the UK, Help the Aged is called on to support literally hundreds of other projects, too. And where a practical solution is beyond our reach, we're campaigning; for better pensions, fuel allowances, housing – a better deal for old people.

To find out more about our work, or if you would like to send a donation, please write to Help the Aged, Freepost, T4, St. James's Walk, London EC1B 1BD.

Help the Aged

Patron: HRH The Princess of Wales

Think of
Clarks
and you think young
Come to the
Boilerhouse
and you may have to
think again!

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SEATS, POOL LIFTS, DOOR OPERATORS AND AGENTS FOR THE
MEDIC BED.

GENERAL APPOINTMENTS

May 29, 1986

As one who helps redundant executives to get back to work I spend some time with them studying and trying to interpret classified job advertisements. It can be a somewhat frustrating process. In describing here the impact of some types of advertisement on target readers my purpose is to be helpful, not just critical.

Being a "national" leader in a field is becoming quite modest. "World" leadership is taking over. Why do "dynamic" and "progressive" leaders so often want to remain anonymous? Surely the mere name, if the claim is true, would be enough. ICI does not proclaim itself a "world leader" in chemicals, nor Unilever in the field of detergents, edible fats and frozen foods.

The wording of the "person" descriptions can be rather opaque. "An experienced young graduate" opened the stream of hyperbole of a recent advertisement. In what, I asked myself, would a young graduate be experienced? Is it sex, drinking or beating up lecturers?

In due course the requirements became a little more explicit - "who has at least one year's relevant work experience". "Not entirely raw" perhaps, certainly not "experienced".

Some of the in language is now so common that the ads in ordinary plain English are beginning to stand out. Jobs are "exciting". Businesses are "competitive". I thought all the private sector was competitive, apart from a few denationalized monopolies. Positions are becoming "demanding".

I must have been very unlucky. Every job I've had in my career has been "demanding". One cannot object to "opportunity", a common word now, but a recent "demanding position" presented a "real opportunity to join the X Group".

The personal qualities sought, often for modest salaries, are positively Olympian. One of the "demanding" positions required "an innovative approach, determination, well-developed interpersonal skills and a high degree of



Big companies that term themselves 'dynamic' and 'thrusting' may frighten job-seekers, says Terry Lyons

self-motivation". "Dynamic", "thrusting", "hardworking" and "ambitious" are further examples of those qualities which are hardly likely to cut down by much the number of unsuitable applicants these ads will generate.

A modest and realistic client of mine once said: "I am not a hard-nosed, aggressive, thrusting innovator who seeks to lead a team of dynamically motivated young people. I'm just a good finance director. If I took any notice of the

ads, there is hardly a job I could apply for."

Space could be so much more profitably used if advisers and those who advise them would understand that simply specifying the qualities of the President of Utopia will only deter the occasional and unusually objective self-evaluator - who could well be the person they really need.

There is a fashion of using the rather patronizing approach of "you will be ..." My own reaction

would be to feel even more determined to take this as a personal challenge that I cannot decline.

At the end of it all, some ads convey so little factual information about the nature of the work and the true level of the skills required that even the best candidates may be unable to marry their qualities to those actually needed, or indeed may not apply at all.

To be constructive, may I suggest how an executive job advertisement should be put together?

- Don't invite every self-opinionated egotist to write to you.
- Work out a job description.
- Write an "occupant" specification in terms of the minimum requirements.
- Draft the ad so that as far as possible the job demonstrates the qualities needed.
- Start with the job title - eg. Export Sales Manager - as a heading.
- Describe the product involved - eg. Specialized Agricultural Machinery.

- Describe any important job limits - eg. Northern and Eastern Europe.
- Precise the job description - eg. "To develop existing markets and open new outlets. To liaise between customers and the company's design and manufacturing departments. To develop and maintain after-sales service."
- Indicate size - eg. number of reps and back-up staff, turnover or volume. If breaking new ground, say so - a rare case where the word "challenge" would be justified.
- Describe contacts, environment, constraints - eg. "considerable travel and contacts with foreign governments, import agencies and users."
- Essential qualifications now become a logical refinement. In this example "HNC in Mechanical Engineering" would be a reasonable minimum. "A Scandinavian language or German to business standards" would be another reasonable essential.
- A minimum previous salary is a good way of indicating the level of person you want.

- If you have room to add "desirable" qualities of the perfect candidate - eg. chartered engineer, economic knowledge of the area, Russian language - do so.
- State location of post and "basic salary of not less than £K pa - "Five figure salary" (£10 to £99K) and "outstanding benefits" (car pension & BUPA) are meaningless. A significant incentive bonus or profit sharing scheme is worth mentioning.
- Say who you are.

Of course the ad will be a bit dull compared with the "Are you the committed man or woman to lead this dynamic growth leader into the exciting challenge of Eastern Europe" stuff (perhaps with a silhouette illustration of an aggressive sales manager). But it does communicate to the people with whom you want to communicate, and it gives a dignified impression of a business that knows whom it wants and why.

Terry Lyons is an associate director of Pauline Hyde & Associates, and former President of the Institute of Personnel Management.

Appointments Phone: 01-481 4481

Appointments Phone: 01-481 4481

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The significance of management consultancy is reflected in frequent advertisements for consultants in the national media, but which ones should you consider? Our experience can help you choose.

We would like to meet high calibre, numerate graduates in their late 20s or early 30s who have planned and/or implemented radical changes in strategies and computer-based systems in either line or support management roles.

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To discuss your next career step, please telephone:

Claire Hyslop	Alan Brown
0905 612261 office	0628 75956
0905 354509 home	0753 883288

Send us your CV to the address below quoting your daytime telephone number.



Project Manager: Your next move

Reading c.£23,000 package

As one of the leading computer manufacturers of mini, micro and desk top computer hardware and software, our client is at the leading edge of this marketplace, developing systems on an international basis and it is within their major software development area that they are seeking a key individual.

Initially responsible for the instigation of project quality goals, you will assist in their achievement across a wide range of development projects, furthermore your skills will be required in a problem identification and trouble-shooting role within such project teams.

With a minimum of 8 years' software development experience you will currently be in a Project Management position, and have experience of achieving project team goals within budget. As a motivated individual you will be expected to influence the use of particular project tools by your communication techniques both within project teams and to senior managers.

In return, our client offers an excellent benefits package and a progressive career progression scheme. For further information contact Tom Crawford quoting Ref: GP009 or send your details to him at the address below.

Lloyd Chapman Associates

International Search and Selection
160 New Bond Street, London W1Y 0HR
Telephone: 01-408 1070.

ARE YOU DOING THE JOB YOU WANT TO... OR HAVE TO?

Many of us are so involved with the jobs we're doing and the responsibilities we have that we seldom stop to wonder whether we are making full use of our potential.

We are working because we have to - we have mortgages to pay, families to support, rates, gas, electricity and the list goes on. These are not so much excuses as facts of life.

Another fact is that most of us have a nagging doubt that we could be doing better but we just don't know what to do about it.

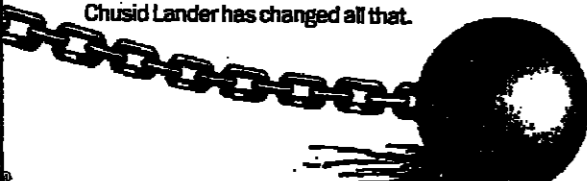
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Our client, a major force in this highly competitive market, is offering an excellent package. Basic salary £12,000, OTE £20,000. Fuel injected company car and usual benefits apply.

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SALES & MARKETING APPOINTMENTS
7 PRINCES STREET, W1: 01-528 7262

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The position arises following the centralisation of the administration of a number of associated charities and the re-assessment of responsibilities within the company.

The successful applicant will be required to assess applications received, monitor grants made and seek out projects worthy of support with a view to advising the Directors on the effectiveness of their general grants policy. An ability to interpret financial information is essential.

The initial "salary" offered will reflect the responsibility of the position and a 1600 cc car will be provided together with B.U.P.A private medical insurance and the opportunity to participate in a contributory pension scheme.

The position will be based in London.

Applicants should apply in their own handwriting and provide a full C.V. and the names of two referees to The Chairman (Appeals), The Rank Foundation Ltd, 12, Warwick Square, London, SW1V 2AA.

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Our client, a major force in this highly competitive market, is offering an excellent package. Basic salary £12,000, OTE £20,000. Fuel injected company car and usual benefits apply.

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The successful candidate(s) will be expected to work in the Department up to and beyond the next general election. They must have proven academic ability, political flair and a clear, terse style of written English. Candidates will be asked to submit written work before interview. Salary open to negotiation.

Write with Curriculum Vitae to:

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The Manpower Services Commission has joined forces with some of Britain's foremost universities, polytechnics and colleges.

Together we've analysed what expertise industry and business must have NOW - and anticipated what skills and knowledge technicians, engineers and scientists will need tomorrow: a time when we predict a chronic shortfall in the number of technologists needed by industry. The result is over 80 courses offering more than 1500 places, at all levels from HNC to Master's degree at colleges throughout the country - to help you gear up to satisfy the demands of the present as well as the future.

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You should be aged 28/32 and looking for a move to a company where your drive and energy will be rewarded both in terms of remuneration and future advancement.

To apply, please write or telephone Brian Burgess quoting Ref: BB079.

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100 New Bond Street, London W1Y 0HR
Telephone 01-408 1670

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SENIOR LEADERS and report staff France and Austria, full and part-time group leaders, responsible for the day to day care for children and adults. Applicant must be enthusiastic, energetic, speak French or German and have experience with youth groups. Free sitting and reasonable pay. Send for application form to: Winter Adventure Holidays, 27-29 St. James Street, Wiltzer, Devon OX8 7BW.

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The remuneration package is sufficiently negotiable to attract suitable candidates regardless of age or seniority.

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Our client is the recognised market leader in its sector of the Leisure Industry, with an enviable record of growth and achievement. As part of their planned business expansion they require an experienced Export Manager.

You will be responsible for the sales and marketing of leisure products in European and overseas markets. Ensuring orders are accurately processed through a small, active export department. Other responsibilities include assessing distributor performance, liaising with senior management on new distributor appointments, sales forecasting, marketing assessment, implementation of

marketing plans and import documentation. You will have proven ability in Export Sales Management combined with a high standard of administrative skills, be well educated, preferably to Degree level, or have a formal business qualification.

Please write with a detailed cv to: Mrs. Allen, Moxon Dolphin & Kerby Ltd, 178-202 Great Portland St., London W1N 5TB, quoting reference MOXON/DK/4400/81.

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London Based Up to £18,500 + benefits

London Transport International is the wholly owned but commercially independent subsidiary Company of London Regional Transport providing consultancy services in all aspects of planning, design, operation and management of urban mass transport systems and facilities.

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The job calls for a high degree of commercial awareness, motivation and commitment to building a high and profitable level of consultancy business in this important market place. A good standard of education with a proven track record in commercial negotiation and management is required. Knowledge of transportation consultancy and some experience of working overseas is also essential. Professional training in a relevant discipline is desirable and fluent Spanish is essential. The post is based in London with travel overseas as required.

The salary on appointment will be within the range of £13,000 to £18,500 depending on ability and experience, with further progression dependent on performance. Attractive benefits package including free/concessory rate travel.

London Transport International

Candidates should write enclosing CV to: Jane Cakelbread (CDV 7245/E), 55 Broadway, London SW1H 0BD.

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with administrative experience for Central London office. Ability to work under pressure essential. Basic understanding and commitment to pro-defence issues. Salary c. £8,000 neg. Apply with full CV and references to:

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DIRECTOR QUEENSLAND ART GALLERY

The Gallery is located in a new building on Brisbane's South Bank, forming a major part of the Queensland Cultural Centre. It has a significant collection of Australian and European paintings, sculptures, and prints and drawings and a decorative arts collection in several media. Collection policy in these and other potential areas is currently under review. The Gallery has a total staff of approximately 100, including curators, conservators, and officers for education services, exhibitions, and promotion. An extensive system of volunteers guides is in operation. The position of Director has recently become vacant.

Applicants should have:
* a sound knowledge of art history and critical scholarship.
* proven managerial competence and entrepreneurship.
* ability to establish and maintain good working relationships.
* ability to negotiate nationally and internationally for art works and exhibitions.
* commitment to the Gallery's educational and extension policies.

Conditions: A renewable contract of up to seven years will be negotiated at a salary of \$40,547.700 per annum plus a range of additional benefits. Superannuation is available. The successful candidate will be required to take up duty as soon as possible, but not later than the end of 1986.

Applicants detailing qualifications and experience and including the names and addresses of at least two professional referees from whom confidential reports may be sought should be forwarded to Professor Ken Goodwin, Chairman, Queensland Search Committee, Queensland Art Gallery, South Bank, South Brisbane, Queensland 4101 Australia by 31 July 1986. More specific information may be obtained from Mr Alan Wilson, (017) 240 7237.

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The position advertised is based at Buller Hospital, Westport. The successful applicant will be involved in physiotherapy assessment and treatment of patients in the home environment in addition to arranging clinics in the community and liaising with other medical/healthcare personnel within the hospital and in the community.

Salary Scale: NZ\$25,000 - \$25,700. Single accommodation is available if required.

The Board may assist in transport and removal expenses to New Zealand.

Conditions of appointment and an official application form can be obtained from the Chief Executive, West Coast Hospital Board, P.O. Box 387, Greymouth, New Zealand, to whom applications should be addressed.

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We are looking for more talented, hard-working engineers who think the British construction industry can stand improvement.

Ake Larson Construction Limited (ALC) is a subsidiary of Ake Larson Construction AB, a highly successful Swedish-based company which specialises in project and construction management for the building industry.

Our unique contractual approach makes it possible for us to act as partners with our clients (the owners). We provide overall project management, co-ordinate design work, solicit large numbers of sub-contractors based on competitive tenders and manage sub-contractors at the construction site.

Our record shows that we always stay on budget and schedule even though we build more economically and faster than our competitors.

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You are 35 to 40 years of age and will report to the Managing Director. You must be capable of gaining the confidence of clients and be highly skilled in the management of architects, consulting engineers, sub-contractors and our own staff. Your background

experience is with a large general contractor, managing design and build contracts. Salary, company car, pension scheme and other benefits negotiable.

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You will report to the Project Manager. You are skilled at negotiating sub-contracts, motivated to work with computers and efficient at handling paperwork. You will be responsible for all tendering, contracting, correspondence with contractors, cost monitoring and reporting within a project. Salary, company car, pension scheme and other benefits negotiable.

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You will work at the construction site and report to the Project Manager. You are skilled in the day-to-day management of sub-contractors and in detailed scheduling of construction work. Paperwork does not pile up on your desk because you expedite routine work in a fast and orderly manner. Your background experience is with a general contractor where you have learned to

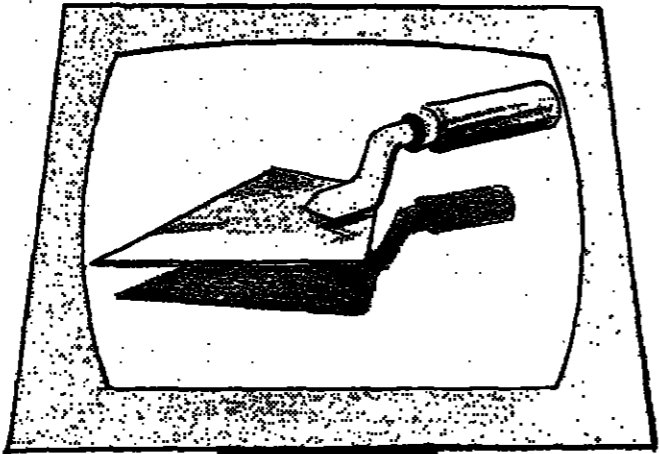
deal with a large number of subcontractors working side-by-side at the construction site. You have a well developed sense for quality work and are familiar with construction details that will ensure their accomplishment. Experience with refurbishments of old buildings is a plus. Salary, company car and pension benefits negotiable.

For further information, please contact Tom Bilden, Managing Director, 01-831 0051 or Ian Robertson on 01-935 2518 between 6 p.m. and 8 p.m.

Please address your application to:
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SES Ltd
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London W1M 5HB.

Ake Larson Construction Ltd.
44/45 Chancery Lane London WC1A 1JB.

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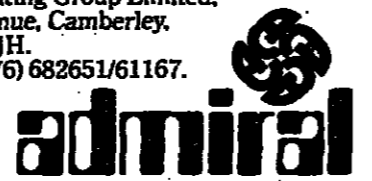
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The client, an established International Company with marketing and production units in the USA, Canada and Ireland, manufactures, supplies and installs high quality stainless steel commercial kitchen equipment for the food industry. Due to continued market demand a new UK manufacturing facility is being set up in the Midlands.

Operations Manager

Reporting to the Managing Director, responsibilities will include initial setting up, management of all personnel and for ensuring that production is achieved within specified timescale to the required quality and cost standards. Candidates aged 30-45 will have production supervisory experience in a modern stainless steel manufacturing environment with emphasis on quality. Previous experience of setting up production facilities would be advantageous and candidates must have a sound IR background.

Production Engineer

Reporting to the Operations Manager, responsibility is for the entire engineering function including planning layouts, designing units and providing estimates in line with plant capability, ensuring that customer requirements and quality standards are met and maintained to the highest level, and for technical liaison with other group companies. Candidates aged 25-30 will be mechanical/electrical engineers with at least four years hands-on experience in the stainless steel industry.

Personal qualities for both positions include excellent interpersonal and communication skills and self-motivation.

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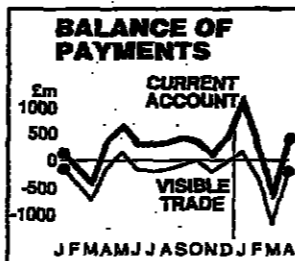
ADVERTISING CONTINUED ON PAGE 33.

FINANCE AND INDUSTRY

Trade balance shoots into surplus from record deficit

By David Smith

There was a sharp improvement in Britain's balance of payments last month after a record deficit in March...



increase was due to a rise in sales of the so-called erratic items of trade, up by £296 million...

The surplus on oil steadied last month. It was £337 million, compared with £330 million in March...

Despite last month's trade improvement, underlying trends are far from encouraging.

Non-oil exports declined in volume terms by 0.5 per cent in the latest three months...

Imports are holding up rather better. The monthly fluctuations are large but the overall volume of imports had held broadly steady since the middle of last year.

The current account was in surplus by £409 million, an improvement of more than £1 billion from the £611 million March deficit.

Visible trade remained in deficit, by £191 million, but was well down on the record £1,211 million deficit of March.

Manufacturing trade was in surplus - at £89 million - for the first time since February 1984 and compared with a £775 million deficit in the previous month.

Officials at the Department of Trade and Industry said the

figures indicated that the balance of payments was back on course for the Treasury's forecast of a £3 billion current account surplus this year.

In the first four months of the year the current account was in surplus by £1.2 billion.

The trade figures were better than City expectations and added to the mood of optimism in the money markets.

The pound's resilience in the face of last week's base rate cuts - yesterday the sterling index edged up again, from 76.2 to 76.3 - has encouraged the view that another cut could occur soon.

Money market interest rates edged down despite a signal from the Bank of England that it wishes to see base rates stay at present levels for a while. The three month interbank rate closed at 9 1/8-1/2 per cent.

The main feature of the trade figures was a 10 per cent, or £705 million, drop in imports to £6,229 billion.

Imports were erratically high in March, at £6,934 billion, and one contributory factor may have been purchases of imported capital equipment by British firms seeking to take advantage of 1983-86 capital allowances, which were phased out at the end of the tax year.

Exports rose by £315 million, or 5.5 per cent, to £6,038 billion. But most of this

Executive Editor Kenneth Fleet

Salesmen get to work on British Gas shares

The campaign to sell British Gas to the public, the largest offer of its kind, has begun. With five months left before D Day and the privatization Bill still awaiting Royal Assent...

Unsurprisingly, it concludes that the offer will have considerable appeal, enabling the Government to raise a substantial quantity of money while at the same time ensuring that British Gas remains a "highly attractive investment opportunity".

Several important issues need to be resolved before the flotation process proper can begin. The Government has yet to disclose whether it is going to tamper with the gas levy. It has still to spell out details of the ceiling it will put on gas price increases.

The most contentious issue is how the British Gas balance sheet will be structured. It is evident that British Gas can support considerably more debt than at present, but too much would unduly damage its earnings and dividend prospects.

for Britain's independent oil sector or for British Gas itself, with its limited experience of diversification.

The precise amount of debt - £2 billion to £3 billion is Wood Mackenzie's guess - will clearly affect the pricing of the shares.

There is also little to compare British Gas with in world stock markets. To value it as a British oil company would clearly be wrong since, as a mere buyer and seller of gas, it is relatively unaffected by the vagaries of the oil price.

Those who still fear that there is nothing to British Gas behind the robust and dominating presence of Sir Denis Rooke, should take heart. The Wood Mackenzie team of David Morrison and Paul Gregory has discovered what it considers to be a wealth of young managerial talent during its research into British Gas's Byzantine empire.

STOCK MARKET

FT 30 Share 1338.4 (+13.6) FT-SE 100 1624.8 (+12.7) USM (Datastream) 120.95 (-0.05)

Mortgages 'to soar'

Building societies will hit new lending peaks this month with gross advances reaching £3.5 billion in May, according to provisional estimates from the Building Societies Association.

This compares with the previous record of £2.8 billion set by the societies only last month. Mortgage commitments are likely to be maintained at the record level of around £3.5 billion, a BSA spokesman said yesterday.

The buoyancy of the mortgage market is a result of lower mortgage rates and favourable seasonal factors. "The Easter weekend is traditionally the kick-off period for people wanting to move home and mortgage advances will be coming through this month," the BSA spokesman said.

Tesco jump

Tesco yesterday reported a 51 per cent jump in pretax profit for the year to February 22 to £122.9 million. Turnover was up 12 per cent to £3.3 billion and the dividend was increased by nearly 20 per cent to 5.8p.

Blick listing

Kleinwort Benson is seeking a full listing for Blick plc, a supplier of time control and paging equipment. Just over 7.3 million shares (36.5 per cent of the company) are being offered for sale at 147p. The application list opens on Tuesday.

Profits slump

Harrison & Crossfield's pre-tax profit slumped £24.7 million to £58.5 million in the year to December 31 on unchanged turnover. The dividend was also unchanged at 20p.

BCM defence

Benford Concrete Machinery, facing an £18 million bid from BM Group, the C H Beazer offshoot, is forecasting a 30 per cent rise in profits to £1.65 million for the year. But BM says earnings are still a long way from their peak of a few years ago. The offer, which will not be raised, closes on June 10.

Eddie placing

Eddie Holdings is joining the Unlisted Securities Market with a placing of 3.3 million shares, 37.2 per cent of its capital, at 39p a share, valuing the company at nearly £3.3 million. The placing will raise £800,000.

New name

Ronald Martin has changed its name to Ronald Martin Groome to reflect the importance of the acquisition of the Groome Group in February.

Bid extended

London International has extended its offer for Wedgwood to June 11. It now owns or has acceptances for 25 per cent of Wedgwood.

33% say 'yes'

Bestwood has received acceptances for 32.91 per cent of Country Gentlemen's Association shares and has extended its offer until June 3.

Bell fight for BHP 'goes on'

Sydney (AP-Dow Jones) - Mr Robert Holmes & Court's latest bid for Broken Hill Proprietary Co has again run into difficulty, but he is not expected to abandon his long-running battle for Australia's biggest company.

The bid to gain control "for under value has failed," Mr Brian Loton, managing director of BHP, said yesterday. Mr Holmes & Court's takeover vehicle, Bell Resources, announced that the bid had attracted 150.6 million acceptances, bringing his stake in BHP to just under 30 per cent.

Mr Holmes & Court's offer of \$489.20 for up to 400 million shares closed after more than three months of high-level corporate manoeuvring, court battles and regulatory agency investigations.

The takeover effort has made Mr Holmes & Court BHP's biggest shareholder, but Mr Loton ruled out any possibility that he will be allowed a seat on the BHP board.

"Mr Holmes & Court hasn't asked to join the board," Mr Loton said. "If he did I can tell you what my view would be, and that is a person who is suing the company, who has a proven track record in speculating in the company's shares and who has tried to gain control of all the shareholders' assets for under their fair value would be unlikely to join the board."

Analysis, however, say that because Mr Holmes & Court has run up large borrowing costs in building his BHP stake, he cannot afford to settle for his current position. They say that he will either have to sell out or launch a new bid.

Lazard Secs was Woolworth buyer

By Alison Eadie

Lazard Securities, the fund management arm of Lazard Brothers the merchant bank, yesterday declared itself as last week's buyer of a net 948,000 shares in Woolworth Holdings.

The corporate finance division of Lazard is advising Granada Group on its agreement to buy Comet electrical discount stores from Dixons, should Dixons win its bid for £1.5 billion bid for Woolworth.

Although the corporate finance side has a strong vested interest in Dixons winning the bid, the two divisions operate entirely separately, a director of Lazard stressed last night. The buying by Lazard Securities at 830p to 865p took place last Thursday, the same day that Granada announced its deal to buy Comet.

Lazard Securities now holds about 2.25 million shares, or 13 per cent, of Woolworth Holdings, making it one of the top dozen institutional shareholders in Woolworth.

Mr Stanley Kaim, the chairman of Dixons, has been visiting Woolworth's institutional shareholders. Lazard Securities' buying spree is understood to have resulted from a visit by Dixons, which persuaded the fund managers that a higher bid was likely.

Dixons' all-share bid was worth 673p last night against a market price for Woolworth shares of 860p. Lazard Securities said that it bought a total 973,000 shares and 275,000 8 1/2 per cent unsecured loan stock. It also sold 25,000 shares at 850p and 855p.

Profits at Coalite up by 17%

By Our City Staff

Coalite, the diversified fuels, transport and builders' merchanting group which owns a large part of the Falkland Islands, reported a 17 per cent increase in profits yesterday. Pretax they were up to £39.4 million for the year to March 31.

More than £8.8 million of the pretax profit came from interest and similar income as the company's cash pile increased to between £75 million and £80 million from £52 million over the year.

Asked what the company would do with the money, the chairman, Mr Eric Varley, said that Coalite was looking actively at acquisitions and was interested in expanding activities in its core business of producing and distributing fuels and chemicals.

The solid fuel division had almost fully recovered from the year-long miners' strike, which ended in March 1985, with sales only slightly down on 1983-84. The effects of the generally mild winter were mitigated by freezing weather which lasted for most of February.

All the group's other divisions performed well with the exception of the builders' merchanting companies which were affected by the slack construction industry. The final dividend is being raised from 4.65p to 5.5p, making a total of 7.5p. Earnings per share were up by 22 per cent at 26.67p.

Energy firms see threat in sell-off

Fears that a private British Gas Corporation will move into the contract energy management market by using information gained because of its monopoly position have been expressed by the independent companies in the energy management industry.

Mr Dick Tinson, spokesman for the independents, said a company wanting to convert a client to gas had to ask the gas board whether a main could be provided and its likely cost.

The board would thus have details of the proposed scheme and the potential client. "Companies are naturally concerned therefore that the Gas Bill (the legislation to privatize British Gas) which includes an undertaking that such information would not be passed on to any contract energy management company British Gas might operate", he said.

SE to put fixed quote foreign deals on trial

By Richard Lander

SEAQ International, the Stock Exchange's screen quotation service for foreign shares, takes a step forward on Monday when five marketmakers in a range of South African shares commit themselves to dealing displayed prices for bargains up to a certain size.

Bid and asked prices posted on SEAQ International only indicate dealing prices at present, but if the month-long trial goes well the firm quote basis will be extended into stocks from other countries.

The system covers about 500 foreign securities and involves about 35 market makers, including jobbing members of the exchange and international securities houses. Among the 30 South African shares chosen for the trial are Anglo American Corporation, the De Beers diamond group, Gold Fields of South Africa and a variety of gold and platinum mines. The stocks, all tradeable in American Depository Receipt (ADR) form, have been chosen because of investor interest, competition among marketmakers and market liquidity.

Marketmakers will display their prices for each share side-by-side, on the Stock Exchange Topic system and will be subject to discipline by the exchange if they fail to deal at the displayed rates.

Commitments to deal will cover bargains up to 1,000 or 5,000 shares, depending on the value of the stocks.

Smith New Court up 28%

By Lawrence Lever

Subsidiaries made a marginal contribution to profits this year after deducting start-up costs for the company's Far East and Australian operations, including the recruitment of de Zoete & Bevan's 10-man Hong Kong team, and a fourfold increase of staff in New York.

Mr Tony Lewis, chairman of Smith New Court, said yesterday that the company had increased its market share significantly in traded options and domestic equities. "Our international expansion

under the auspices of Rothschild is going very well," he added. N M Rothschild has a 37.5 per cent stake in Smith New Court, assuming full conversion.

The company is paying a final dividend of 5p, making a total of 7p for the year compared with 6p the previous year. Associated Fisheries is doubling its interim dividend to 0.5p for the six months to March 31, 1986. Pretax profit jumped from £956,000 to £1.85 million.

The sweetened offer of \$76.50 a share was accepted by a reluctant Sperry board at a special meeting late on Monday, only two hours after the Burroughs proposal was delivered to company headquarters after a weekend of frantic negotiations.

Mr Blumenthal, the tenacious chairman of Burroughs, persevered in his efforts to acquire Sperry through a hostile takeover bid and eventually triumphed. He was forced, however, to pay a high price for his victory - about \$6.50 more a share than he proposed early this month and \$1.50 more a share than he proposed last week.

Burroughs merger problems 'could aid arch-rival IBM'

From Bailey Morris, Washington

The \$4.8 billion proposed merger of Burroughs Corporation and the Sperry Corporation is the culmination of a year's effort by the former United States Treasury Secretary, Mr Michael Blumenthal, to create a computer company big enough to challenge IBM, the world's largest.

Mr Blumenthal, the tenacious chairman of Burroughs, persevered in his efforts to acquire Sperry through a hostile takeover bid and eventually triumphed. He was forced, however, to pay a high price for his victory - about \$6.50 more a share than he proposed early this month and \$1.50 more a share than he proposed last week.

Industry analysts said yesterday that, because of the high price and the potential difficulty of merging the operations of the companies, IBM could end up attracting even more business.

related financial services. Even so, the combined company will be only a fifth of the size of IBM. Analysts said that Mr Blumenthal and the combined management would face a tough battle in their bid to challenge IBM.

The immediate task is to convince Sperry customers that the merger will not affect the stability of their supplier. Beyond that the merger must be accomplished with great skill, without disrupting separate and incompatible computer lines.

"Any sign that these systems are doomed may send some of the nation's biggest computer users into the arms of IBM," one analyst said. Before the proposed merger Sperry and Burroughs ranked fourth and fifth respectively among the biggest US computer companies.

Stadium deal

Southend Stadium, the property company, is to buy Ten Counties (Ludgate), whose principal shareholder is Shop Constructions (Holdings). Southend will issue 1.57 million shares to Shop Constructions, bringing its stake to 44.1 per cent. The deal is subject to the Takeover Panel agreeing that a mandatory takeover bid will not come into force.

Wine transfer

H. Young has entered into an agreement to acquire the issued capital of Longman which operates two wine warehouses in Wapping and Morden, in London, under the name of The Noble Grape.

Cash sale

Hawker Siddeley, which already owns 40 per cent of Safetran Systems Corporation, has purchased the majority 60 per cent holding from CCI Corporation for \$30 million (£19.7 million) in cash.

Associated British Foods

"These results highlight once again the continued and sustained growth of our UK operating divisions?" Garry Weston, Chairman

- Salient features from the Annual Report 1986
* Pre-tax profit up 24% to £163.5 million - a new record.
* Earnings per share increased by 25%.
* Total dividend per share 6.1p (1985: 5.4p).
* Shareholders' Funds of £918 million represent 93% of net assets.
* 42% increase in earnings over two years achieved by UK operating divisions.

Table with 3 columns: Item, 1986 (£ million), 1985 (£ million). Rows include Turnover, Group profit, Investment income, Profit before Tax, Tax and minority interests, Profit attributable to the Company, Net assets, Earnings per share.

Associated British Foods plc
Weston Centre, 68 Knightsbridge, London SW1X 7LR.

MARKET SUMMARY

Table with 2 columns: Stock Markets, Main Price Changes. Lists various stock indices and their changes.

Table with 2 columns: Currencies, Interest Rates. Lists exchange rates and interest rates for various currencies.

Table with 2 columns: Gold, Futures. Lists gold prices and futures contracts.

Vertical text on the right edge of the page, including page number 23 and various small notices.

STOCK MARKET REPORT

Fund raising fears could hit new-found confidence

By Michael Clark

The 29 point rise overnight on Wall Street put some new heart back into the London stock market yesterday with share prices racing away in a thin market.

The FT Index finished at its highest level of the day 15.2 up at 1,340.0, but there were rumblings after hours that another rights issue, or a major share placing would be announced when trading resumes today.

Dealers have reported persistent buying during this account of Johnson & Firth Brown, the loss-making engineering group. There are whispers that someone may have built up a near 5 per cent stake which has led to speculation that a bid may be on the way. The price closed steady at 39p - 5p shy of its peak.

Top of the list of rights issue candidates last night was Abbey Life which lost an early lead to close only 1p dearer at 215p. There was also talk that Cadbury Schweppes, unchanged at 168p, would shake the market with a £90 million tender placing to help pay for its recent acquisition of Canada Dry and Sunkist soft drinks businesses from RJR Nabisco.

Despite the healthier outlook, turnover remained low with dealers left kicking their heels as the long three week Bank Holiday account starting to draw to a close. Market men are now looking to the start of new time dealing for the next

account which starts today to help generate demand.

Takeover talk boosted Ranks Hovis McDougall 6p to 212p. Once again there is talk that overseas trader S & W Berisford has sold its near 15 per cent stake to a mysterious buyer who will now launch a full bid for the company. There is talk that Berisford, recently the target of two bids from Tate & Lyle and Hilldown that have now been referred to the Monopolies Commission, is looking to expand in order to fend off any further unwanted advances. Berisford closed 8p higher at 228p.

Bid talk was also good for Sears 6p dearer at 134p. That is a big rise for the stores group which boasts names like Selfridges and Debenhams. But the market is disregarding sugges-

tions that Sir Philip Harris's Harris Queensway will team up with Great Universal Stores and make a bid. Scrimgeour Vickers the stock broker was said to be big buyer of Sears yesterday and there is talk that the shares are long overdue for a re-rating. Also in stores Boots, the High Street chemist, slipped 1p to 263p ahead of figures later today. Analysts are looking for pretax profits of between £193 million and £198 million, including property sales, compared with £190.3 million last time. Boots is said to have warned analysts not to set their sites too high this year, ends.

In foods, Mrs Fields made its expected debut at 125p - a discount of 15p on the offer price of 140p. S & W Berisford improved 6p to

226p on a report that the near-15 per cent holding in Ranks Hovis is up for sale. RHM put on 5p to 211p.

Fine Fare sale hopes also boosted AB Foods by 4p to 336p, but Tesco failed to capitalize on the record profits increase and slipped 2p to 378p, after touching 385p immediately after the announcement.

Ward White rose another 4p to 316p yesterday - for a two-day gain of 16p. Analysts claim the group is pleased with sales growth. Halfords is said to be sharply higher, while the recent acquisition Payless DIY is already 17 per cent up on last year. Brokers such as Mr Tom Wyatt of Kleinwort Greaves say the shares look good value.

Metal Closures was lifted 10p to 191p, awaiting take-over developments from the talks with Wadlington. Recent good results continued to support Fine Arts at 158p and Crystallite 228p, both up 8p, but a heavy profits setback knocked 7p from Air Call at 247p.

Harrisons & Crossfield also disappointed with a 30 per cent decline in earnings, down 8p to 378p. Belgrave Holdings gained 7p to 117p as International Securities increased its stake to just under 30 per cent. Spitalfields redevelopment projects stimulated London & Edinburgh Trust at 710p, up 25p, but disappointing profits clipped 3p from MEPC at 345p.

RECENT ISSUES

Company	Price	Change
Templeton (218p)	112	-2
Tech Protect (140p)	112	-2
Tip Top Drug (160p)	176	-
Usher (Frank) (100p)	99	-1
Walcote (120p)	98	-
Westbury (145p)	158	-
Worcester (110p)	141	+1
Wicks (140p)	155	-

Company	Price	Change
Burnham N/P	45	-
Camden N/P	175	-
Cramp N/P	14	-
Faxford N/P	7	-
Harris Cway N/P	27	-2
President N/P	41	-
Renners N/P	41	-
Robinson (T) N/P	90	+3
Rosburgh N/P	2	+4
Rotaprint N/P	2	+4

(Issue prices in brackets)

APPOINTMENTS

Mr Iain Gamage
Reed Accountancy: Mr Iain Gamage has been made managing director.

Cadogan Consolidated: Mr Christopher Raadag has been appointed executive director.

Wiggins Group: Mr Jeff Fanstone has joined the board.

County Bank: Mr Peter St George has been made a director.

Marley: Mr Peter Aldridge has joined the board.

Granada Group: Mr Andrew Quinn is now a director.

Covent Atlantic Investment Trust: Mr Paul Nix has been made a director.

APV Holdings: Mr D B Hefner and **Mr E H Sharp** have been elected to the board.

BS & B Safety Systems: Mr Hugh Beveridge has been appointed group vice president - international marketing.

Clayform takes 3.47% stake in Percy Bilton

By Cliff Feltham

Percy Bilton, the house-builder and property developer, sounded the alert yesterday after a routine check of its share register showed that a 3.47 per cent holding had been bought by the much smaller Unlisted Securities Market company Clayform Properties.

Bilton was able to flush out the ownership of the holding built up in nominee names under section 204 of the Companies Act.

In a statement to shareholders, Bilton said: "The motives of Clayform Properties for acquiring this shareholding are unknown but the making of investments of this nature and size is not within the ordinary course of its business."

Mr Ron Rosenblatt, a director of Percy Bilton, said: "We have no idea what they are up to but obviously we are anxious as to their intentions. Naturally we would resist a bid if that is what they are planning."

Mr Michael O'Halloran, a Clayform director, would not comment on whether the stake was acquired as a platform for a bid. "We think it is a reasonably attractive com-

COMPANY NEWS

EUROPEAN FERRIES GROUP: The chairman, Mr Kenneth Siddle, says in his annual statement that the group faces the future with confidence. Although 1986 provides some uncertainties, the management and investment programme gives the four main divisions great potential for increased profitability.

BISCHTIN CO: Results for year to December 31. Dividend 0.65p (same). Turnover £54,000 (256,000), group profit before tax and extraordinary items 80,439 (77,901). Earnings per share 0.90p (0.95). The chairman, Mr M A Heller, said that results for 1986 should be satisfactory.

LONDON & ASSOCIATED INVESTMENT TRUST: Dividend 0.30p (0.24). Figures in £000 for year to December 31. Turnover 706 (533), group profit before tax and extraordinary items 393 (311). Earnings per share 1.60p (0.95), fully diluted 1.48p (all).

REABROOK HOLDINGS: The company has acquired Brenciffe, of Barnley, for £291,000.

PROVINCIAL INSURANCE: In respect of the proposals for a group reorganization and the cancellation of the company's 10 per cent and 25 per cent listed preference shares at prices of 140p and 70p per share respectively, the directors have decided to increase slightly the consideration to 143p for the 10 per cent preference and to 73p for the 25 per cent preference.

MARLEY: The company says that it considers the US should be a major centre for future expansion of its building products interests. It has signed an agreement with the board of the General Shale Products Corporation, of Johnson City, Tennessee, to make a tender offer for General Shale at \$30 per share, payable in cash. The offer values General Shale at \$93.9 million.

More company news, page 24

TEMPUS

Unsung strategy hits right note at Tesco

Tesco's drive to move up-market has probably occurred faster than perceptions have changed among its customers and investors.

But despite having a High Street image which is still at odds with reality, the improvements are being reflected in the net margin on sales. This showed an increase of a full percentage point to 3.7 per cent in the year to February 22, announced yesterday.

The margin improvement was helped somewhat by a change in the accounting treatment of interest.

Like the sector leader Sainsbury, Tesco now capitalizes interest on the funding of its store expansion programme. It does not yet include property profits in the margin calculation, but if it did, its net margin would still be a full point below Sainsbury's.

Nevertheless, yesterday's results are a solid vindication of Tesco's strategy. Turnover was up 12 per cent to £3.35 billion. Excluding inflation of 4 per cent, there was an estimated volume gain of 8 per cent, of which established stores contributed 6 per cent and new stores the balance.

Pretax profit was up 51 per cent to £122.9 million, boosted by interest received on the rights issue cash and the capitalization of interest. Tesco plans to spend £233 million opening 11 new stores, building two extensions and refurbishing existing 5 stores in the year to next February. This will add more than 400,000 square feet to its net selling area of 7 million square feet.

It will continue to seek increases in its net margin through a better mix of sales (more high margin items such as fresh fruit, vegetables and bakeries), increased productivity in retail wages (it improved by 5 per cent last year) and through more efficient distribution.

In its move up-market, it is developing a better range of quality products for own label, especially in fresh foods, which are 85 per cent own label, and textiles, which are largely own label.

It is also identifying and rationalizing inefficient space and turning it over to higher margin goods. It is therefore contracting its DIY exposure, concentrating on the high volume, convenience end rather than trying to compete with B & Q.

The benefits of the changes which are taking place within Tesco are being concealed to

some extent by the ongoing costs. But pretax profit in 1986-87 should approach £150 million. This puts the shares on a prospective multiple of about 17, and the shares may consolidate around this level, having outperformed the sector recently.

Blick

The use of time-recording equipment, not surprisingly, dates back to the industrial revolution when "clocking-on" and "clocking-off" was the standard method of monitoring employees' timekeeping.

Blick, a company whose origins date back to 1919, is a market leader in the supply of this type of equipment. It is seeking a full listing on the London Stock Exchange next month.

The offer price of 147p values Blick at £29.4 million. The 7.3 million shares being offered amount to 36.5 per cent of the company and will raise £1.3 million.

The company markets a comprehensive range of time-keeping equipment from the traditional electro-mechanical equipment to electronic and computerized equipment. It also manufactures, sells and rents paging equipment.

Some 67 per cent of its £13.4 million turnover is generated by equipment sales and the rest from its continuing customer base - equipment rental, maintenance and repeat supplies.

The five-year profit record is somewhat marred by losses on discontinued businesses. A loss of 1.05p per share in 1982 was principally incurred due to reorganization costs of ITR, a time-recording equipment company acquired in 1982.

The directors forecast earnings per share of 10.48p for the year to September 30, 1986. The offer is therefore priced on a multiple of 14, about the market average, not unreasonable for a company whose health depends on the health of industry in general. The gross yield of 3.3 per cent is below the market yield of 3.8 per cent.

Harrisons & Crossfield

Shareholders in Pauls who followed the recommendation of their board in accepting Harrisons & Crossfield's paper offer last year have cause for regret. After they

surrendered their shares in Pauls, a steady if dull performer, Harrisons & Crossfield's shares sank from 443p to a low of 327p last October. Yesterday they were 385p.

Harrisons & Crossfield launched its bid for Pauls at a time of rising profits. A year later the picture is distinctly less comfortable. Yesterday the company announced profits of £58.5 million, down by 30 per cent.

Just as plantations were the biggest factor in 1984's record profits, they were also the company's downfall last year. The main culprit is the palm oil price which has fallen from a July 1984 peak of \$937 a tonne to \$230 now, \$10 off the low of three weeks ago.

The problem has been exacerbated by Harrisons & Crossfield's work on increasing yields, which has unfortunately come to fruition just as the world market for edible oils has become seriously oversupplied. The market for other commodities such as rubber, cocoa and coconut have been less badly affected.

Overall the profit from plantations fell from £49.4 million to £27.1 million and with no sign of an upturn in the palm oil price, the outlook for this year is not encouraging.

The company was also hit by currency movements, which reduced last year's profits by £9.4 million. It is considering a move to average exchange rates.

Despite problems with commodity prices, the company says its non-plantation interests are doing well. Last year chemicals rose from £16.0 million to £18.7 million despite a worse-than-expected performance in the North American distribution business. The mixed general trading group was also disappointing.

Pauls, the animal feed company, contributed £10 million in the nine months since its acquisition, roughly in line with Pauls' own forecast for the whole of 1985 made at the time of the bid.

The company has maintained its dividend at the cost of reverting to a dividend cover of only 1.4 times. Given that its balance sheet is by no means stretched with gearing at 35 per cent, it is probably prepared to see that cover decline even further, which makes the yield of 7.3 per cent fairly attractive.

The company says it is less dependent on commodity prices than it once was but investors looking for a capital gain should watch the palm oil price before jumping in.

US tourism was rising before Libya bombing

By Derek Harris, Industrial Editor

Americans were keener than ever to come to Britain before the bombing of Libya. There were 15 per cent more visitors from north America in the first quarter of this year compared with the same period of 1985. The transatlantic flow in March was up 20 per cent.

This trend holds out some hope that the flood of cancellations in April and May, with American bookings estimated to be down a third or more because of worries over terrorism, may not be quite as big a disaster for the British tourism industry as has been feared.

Provisional estimates from the Department of Employment yesterday showed 2.6 million visits to Britain from overseas in the first quarter of this year, a 10 per cent rise over the same period last year.

The improvement came largely from north America, which showed the biggest rise in the number of visitors, and from Western Europe which was up 12 per cent. There were 560,000 visitors from north America which was rather more than a fifth of all those from abroad.

Overseas visitors have, however, been spending less

per head in Britain. First quarter expenditure was £905 million - about the same as last year.

Mr Leonard Lickorish, director general of the British Tourist Authority, said the first quarter figures were encouraging.

"Although we must expect some fall-off in transatlantic travel for April and May BTA is cautiously optimistic for the year as a whole," he said.

"It is the beginning not the end of the main tourist season. Furthermore about 80 per cent of our overseas visitors come from countries other than the United States."

Britons made 3.7 million visits abroad in the first quarter of this year, a 12 per cent rise on the same period last year.

They were also spending more abroad, the first quarter showing a rise of 6 per cent. It drove the balance of payments account into deficit in March to the extent of £85 million compared with a £9 million surplus the previous March. The first quarter still shows a surplus of £10 million but this contrasts with £57 million in hand during the same period last year.



Interim Statement

SKF Group profit for January to March 1986 amounted to 359 million Swedish kronor after financial income and expense as compared with 388 million for the corresponding 1985 period. Sales rose 4 per cent to 5,149 million kronor.

	Jan-March 85	Jan-March 86
Sales (MSkr)	4,952	5,149
Operating income after depreciation (MSkr)	397	363
Earnings after financial income and expense (MSkr)	388	359
Capital expenditure (MSkr)	120	122
Average number of employees	43,447	43,904

Rolling bearing demand in Europe continued to improve. The position in North America regarding demand was largely unchanged compared with the preceding three months. In components and component systems, market conditions were favourable both in Europe and America.

A somewhat weakened rolling bearing income was attributable to losses by SKF Industries in the USA. The American company's rationalization programme however began to make itself felt, with significant improvement in productivity and greater stability in business activities.

Capital expenditure totalled 122 million kronor (120). Earnings per Parent Company share were 10.05 kronor (10.65).

In April this year, AB SKF and the owners of Ovako Oy Ab, Finland, agreed on a merger between the Finnish company and SKF's steel operations. The resulting steel group becomes Europe's largest in special steel with a turnover estimated at 5.5 billion kronor.

Aktiebolaget SKF, S-415 50 Göteborg, Sweden

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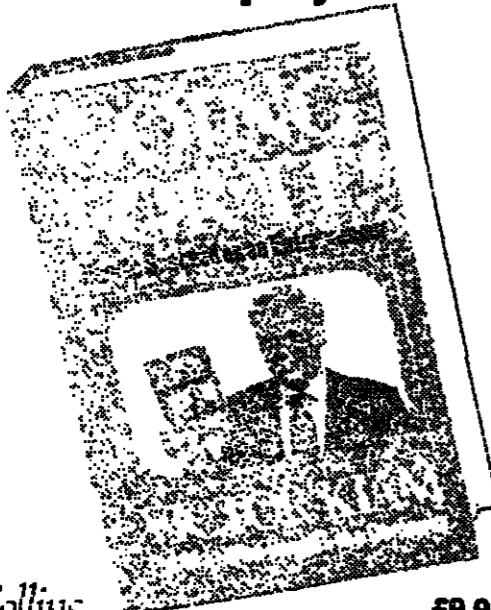
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Warning on buildings depreciation

By Judith Huntley

The impact of obsolescence on property values is of crucial importance to the property world, although few are prepared to tackle it head on. But in a rapidly changing economy, it is a subject none can ignore.

Recent property revaluations undertaken by quoted property companies demonstrate how much of an impact ageing property can have on the overall value of investment portfolios.

The College of Estate Management has just produced a paper on the depreciation of commercial property which is described by Mr Peter Huntman, the principal of the college, as "our most significant research for a decade".

Its findings reveal that property, normally considered an inflation hedge, can no longer be taken as such. The implications of the research is that only "hands-on management" will prevent buildings becoming obsolete.

Property is no longer a long-term asset which can be bought and left alone. It will depreciate unless time and money is spent on keeping it up to its full investment potential. And the researchers argue that current yield levels for some types of new property are too low to allow for the impact of building depreciation.

One of the most unexpected findings of the research is that depreciation hits buildings early in their life. In the office and industrial sectors, for example, the average rate of depreciation in rental and

MEPC profits rise 10%

MEPC, one of Britain's largest property companies, which is the subject of takeover speculation, revealed its interim results yesterday. Pretax profits for the half year to March 31 were £27.1 million, a 10.1 per cent rise on the same period the previous year. The net income from investment properties rose from £37.5 million to £43.6 million by the acquisition of the English Property Corporation last year.

EPC brought Lee House in the City of London to MEPC which intends redeveloping the building and bridging over London Wall in a £65 million, 335,000 sq ft office scheme.

The company says its development programme stands at a record

£500 million with £61 million of capital expenditure worldwide this year. MEPC is a contender to build 500,000 sq ft of offices above Cannon Street Station in the City.

Earnings per share are 7.5p compared with 7.4p for the 1985 interim figure. The company predicts more trading profits in the second half. It has re-financed its debt in a £200 million, medium-term syndicated facility through N.M. Rothschild.

Takeover speculation still surrounds the company, with names such as Trafalgar House, which denies bid talks, Hongkong Land and Hammerson being mooted. But with a market capitalization of more than £715 million, any bid would have to be agreed.

property can be an inflation hedge when judged in this light.

The CEM report* has come up with a depreciation-sensitive form of appraising property investment. It says this will help investors to avoid buying over-priced assets in terms of the allowances to be made for building depreciation. Conversely, it may also highlight underpriced properties where the vagaries of the market have resulted in too steep a fall in value.

There are legal and fiscal problems to be tackled in the process of dealing with depreciation. The VAT regulations are a deterrent to granting short-term leases and the Landlord and Tenant Act does not help either.

Some areas are insulated from the effects of depreciation by the high underlying value of the land on which buildings stand. But in the hard-hit north of the country, new development is hard to find where profits are low, even without the prospect of depreciation to be taken into account.

Reform of the existing legislation would be the necessary implication for any policy designed to steer property development and investment away from the South and East of England. And indeed it may have to come about even there, if property investors are to see an adequate return from their buildings compared with other investment vehicles.

*Depreciation of Commercial Property by Francis Salway. Published by the College of Estate Management, Whiteknights, Reading RG6 2AW.

LET group confident in race for market site

The Spitalfields Development Group, comprising London & Edinburgh Trust and Balfour Beatty, believes it has the winning hand in any bid to redevelop the site of the Spitalfields fruit and vegetable market on the eastern edge of the City of London.

The developers have two sites - an alternative site for the market (a factor which prevented redevelopment earlier) and ownership of part of the key frontage to the site on Bishopsgate.

But that may not be enough to persuade the City Corporation to sell them the freehold of Spitalfields market. The corporation is likely to put the site out to tender and competition will be fierce.

Roschaugh/Stanhope is one contender, having already cornered the office market at Liverpool Street Station and along Bishopsgate.

Norwich Union also has two buildings fronting Bishopsgate, which gives it a useful hand in the game. And County and District Properties, the British property arm of the Costain Group, also has a site.

Any one of these may try to package a deal for the 14-acre site. LET and Balfour Beatty are looking for other partners.

The area is politically sensitive. The London Borough of Tower Hamlets, although not the market owner, is concerned to see local needs catered for. There will be a substantial element of planning gain to be extracted from a redevelopment. LET has already talked to the council.

The retail element of its scheme will be part of the planning gain, although it will be commercially viable. The residential aspect is likely to be housing association accommodation. The office element, therefore, has to make the project financially viable.

The consortium is working to the idea that several US and British banks will still be looking for space as a result of big bang. Spitalfields could provide the answer.

LET admits it has a very tight timetable (it hopes to make its planning application in July for a completion in 1990) in which to get the scheme off the ground before the heat goes out of the City office market.

Meanwhile, LET has invested £12 million in buying a former British Rail engineering works, three miles from Spitalfields at Temple Mills, close to the proposed extension of the M11, as the possible site for a market.

capital values is slightly higher over the first 10 years of the buildings' life with the peak depreciation between the fifth and tenth years.

The report warns: "This has obvious and worrying implications, as property investment performance and pricing are largely determined by returns in the early years of an asset's life on account of the time value of money".

It raises the question of whether the standard 25-year institutional lease is doomed to extinction. If properties have to have intensive management to maintain their value, shorter leases, which are gradually creeping into the

market, will have to become the norm. This means that property would be a higher-risk, higher-return business than it has been of late.

The clearest example of this is the development and management of the covered shopping centre. The CEM's research shows that large property investors are particularly worried that yield levels for such new schemes, as well as offices, do not make adequate allowance for depreciation. Their fears are well founded for offices in some locations, according to the CEM.

Building depreciation is undermining property's ability

to act as an inflation hedge. Information produced in the report shows that in many locations the rental value of a 20-year-old office or industrial building is no more than 55 per cent of a new building. This implies a relative fall-off in rental value of 3 per cent a year.

The gap between the capital value of a new and 20-year-old building is even more marked. It is not uncommon to find that the capital value of a 20-year-old property is no more than 35 per cent of its modern counterpart, implying an annual fall in value of 5.4 per cent, according to the researchers. It is hard to see how

Arab group in £50m office development

● The COR-DOR Group, a consortium of Arab interests, has signed an agreement with the London Docklands Development Corporation to develop a £50 million 240,000 sq ft office scheme in the Isle of Dogs enterprise zone.

The site is next to the new Floor headquarters in West India Dock and faces over Canary Wharf, the scene of the 10 million sq ft financial centre proposed by a consortium of foreign banks.

COR-DOR was originally to have developed in Canary Wharf, but the LDDC decided to allow the banking consortium to proceed with its plans which depend on parliamentary approval for an extension of the Docklands Light Rail-

way into the heart of the City from the Isle of Dogs.

Grant & Partners, one of the first commercial estate agents into docklands, is acting for COR-DOR as the letting and selling agent.

● Grosvenor Square Properties, which is developing the London Pavilion in Piccadilly, is turning its attentions to the City. It is carrying out a joint development with the owner of a site in St John's Lane adjoining the 13th century Arch of St John, north of Smithfield, the meat market.

Grosvenor Square plans two office buildings totalling 34,000 sq ft. It will sell for owner occupation or let the buildings which will be completed by the autumn of 1987. The letting agents are King & Co and Parnis Bird.

● Tokyo has joined the City as the world's most expensive office location, according to the latest survey from Richard Ellis, the firm of chartered surveyors.

The total cost of occupying offices there is now £60.41 a sq ft, in line with the Square Mile at £60.65 a sq ft. Richard Ellis says Tokyo's costs show a 20 per cent rise since November after a 5 per cent rise in rents and the strengthening of the yen against the pound.

The shortage of prime office space in Tokyo means that firms are leasing the best quality offices they can find in secondary locations which are seeing dramatic rental growth.

New York's mid-town Manhattan area lags behind both cities with total costs of £45.72 a sq ft, followed by

the West End of London at £40.70 a sq ft.

A look at rents alone, excluding rates and service charges, shows that

Tokyo's are £49.64 a sq ft compared with the City's £37.50. But the Square Mile has rates that are additionally 48 per cent of the rent compared with Tokyo's 10 per cent. Service charges are similar in both locations.

● Hong Kong has seen rents increase by 40 per cent in the past year to £27.06 a sq ft, a sharp contrast to the falls seen during the demise of the property market in 1982-84.

● Board changes are afoot at Haslemere Estates, the property company taken over by Rodamco, the Dutch group.

Mr Gerald Powell, joint managing director, and Mr

Tim O'Rourke and Mr Andrew Hamilton, co-directors, are resigning from the company. They will leave after July 31. Mr Paul van Rossum, from Rodamco, stays as managing director.

● Swire Properties, the Hong Kong-based developer, has paid HK\$1 billion (£85.33 million), a record price, for a Government-owned site at Victoria Barracks in the colony. The purchase consolidates Swire's holdings at Victoria Barracks on which it is developing an office and hotel scheme.

The sites are in Hong Kong's central district, the heart of the colony's financial area, and are close to the new Bank of China building and a 980,000-sq-ft office scheme being developed by Far East interests.

COMPANY NEWS

● THE WINTERBOTTOM ENERGY TRUST: Net asset value per ordinary share at the close of business on May 23 was 115.3p after deduction of prior charges at par and 117.3p after deduction of prior charges at market value.

● THE WINKS INVESTMENT TRUST: Final 1.5p, making 2.6p (2.4). Figures in £000 for year to April 30. Gross investment income 3,722 (4,122), pretax revenue 3,146 (2,825), tax 1,087 (1,088). Earnings per share 2.65p (2.24p). A major investment was made in continental Europe, taking investment there from 6 per cent to 20.3 per cent of assets.

● RAUMA-REPOLA OY: The company is to discontinue window production. It is to sell all its shares in ORS-Ikkunakeskus Oy, which it owns jointly with Swedish Match, to five Finnish window producers.

● MORGAN CRUCIBLE: The company has awarded the Barclays Bank group a mandate for a \$80 million, or currency equivalent, uncommitted sterling tender panel acceptance and multi-currency cash advance facility incorporating a sterling commercial paper option.

● RADIO CITY (SOUND OF MERSEYSIDE): No interim dividend. Figures in £000 for six months to March 31. Turnover 1,097 (1,424), pretax loss 169 (loss 49), loss per share 6.11p (1.89). The company says that the disappointing result reflects the continuing trading position of the independent radio industry and the poor economy of Merseyside. But the major portion of the loss was incurred by the Beattie City exhibition, which is now being transferred to Transworld Leisure. The company is gaining the full benefit of a number of economies, and it is anticipated that there will be a trading profit in the second half.

● THE NORTHERN AMERICAN TRUST: Interim 1.4p (same). Figures in £000 for half year to April 30. Gross income 1507 (2184), pretax revenue 862 (1680), revenue after charges and tax 571 (1074). Earnings per share 1.65p (3.13). The board intends to maintain the same total dividend, although it will not be fully covered by revenue.

● TEXAS EASTERN: Results for three months to March 31. Figures in \$m. Operating income 56.9 (150.9), net income 6.0 (44.8). Earnings per common share 0.11 (0.85).

● SILENTNIGHT HOLDINGS: The chairman, Mr Tom Clarke, says in his annual statement that the group's performance in the first quarter is ahead of the corresponding period and that, provided the usual seasonal upturn in the second half materializes, the company should be well placed to benefit.

● (WALTER) RUNCIMAN: The chairman, Mr W G Runciman, says in his annual report that results so far this year are satisfactory, and he expects that provided interest and exchange rates do not move against the company, pretax profits for the full year will be higher than in 1985.

● HAMBTON GOLD MINING AREAS: The board and its financial advisers regard Metals Exploration's unsolicited offer as "wholly unacceptable." The board has commissioned fresh valuations of all major assets, and it says that indications are that these will result in an asset value substantially in excess of the offer.

● CONNELLS ESTATE AGENTS: A total of 3,131,610 new ordinary shares (approx 93.9 per cent) have been taken up under the rights offer.

● HAY & ROBERTSON: No dividend. Results for six months to November 30. Turnover £105,274 (£228,829), loss before tax £3,815 (profit £1,229). Loss per share 0.005p (earnings 0.002p). The reduction in turnover was because of a substantial fall in business with one particular customer.

BASE LENDING RATES

ABN	10.00%
Adam & Company	10.50%
BCCI	10.00%
Citibank Savings	10.75%
Consolidated Trust	10.50%
Co-operative Bank	10.00%
C. Hoare & Co.	10.00%
Hong Kong & Shanghai	10.00%
Lloyds Bank	10.00%
Net Westminster	10.00%
Royal Bank of Scotland	10.00%
TSB	10.00%
Citibank NA	10.00%

† Mortgage Base Rate.

HARRISONS & CROSFIELD

SUMMARY OF RESULTS

(Subject to Audit)

	year ended 31st December	
	1985	1984
	£ million	£ million
Group profit before interest and taxation	77.8	97.3
Group profit before taxation	58.5	83.2
Earnings for Ordinary shareholders	36.7	47.2
Earnings per Ordinary share	28.6p	38.8p
Dividends per Ordinary share	20.0p	20.0p

ORDINARY DIVIDEND The Board recommends a final dividend of 15.5p per share, ending, with the interim of 4.5p per share, a total for 1985 of 20p per share (28.26p with the related tax credit). The total dividend for 1984 was 20p per share. Note: The comparative figures for the year ended 31st December 1984 are an extract from the full accounts for that year which have been filed with the Registrar of Companies and on which the auditors gave an unqualified opinion.

Low prices for some of the Group's plantation products and adverse exchange rate movements were material factors affecting the profits for 1985.

Plantations

Profit before interest £27.1m (1984 £49.4m) Crops from all plantation interests were higher than or close to the records of 1984. Because of the dramatic fall in the price of palm oil to the lowest level in real terms since the Second World War, profits were much reduced.

Chemicals & Industrial

Profit before interest £18.7m (1984 £16.0m) All manufacturing companies in the UK and Europe were highly profitable with production and demand at acceptable levels for most of the principal products. Excellent profits were made in chemical distribution in the UK and better performances were achieved in Australia and the West Coast of the USA; elsewhere in the USA margins were lifted but turnover suffered slightly, as was to be expected. The Canadian business did not improve as anticipated and much remains to be done by the new management team in that country. Against a background of reduced mining activity and before development costs in the USA, Linatex operations accomplished further growth.

Pauls

Profit before interest £10m The offer for Pauls plc was declared unconditional on 2nd April 1985 and the Pauls results have been included from that date. All divisions of Pauls performed satisfactorily and close to their operating budgets.

Timber and Building Supplies

Profit before interest £7.6m (1984 £11.0m) The worst winter for twenty years exacerbated the downturn in building activity at the beginning of 1985, producing lower UK operating profits in the first six months. Corrective measures taken are reflected in much better profits in the second half of the year, a trend which has continued into 1986, although tempered in the early months by inclement weather.

General Trading

Profit before interest £5.7m (1984 £7.9m) This division suffered a setback from the widespread recession which affected many areas. Good results were again achieved by the jute marketing business and by New Zealand.

Prospects

With commodity prices at current levels and world over-production of edible oils, it is difficult to predict the likely earnings of the Plantation Division for 1986. Agricultural output is most satisfactory and costs are well controlled but much leeway has to be recovered in prices before returns can be considered acceptable. The chemical manufacturing companies have opened the year with very encouraging profits. It is anticipated that further useful improvements will also be made by the chemical distribution businesses in North America. For 1986 we will have the benefit of a full year's profits from Pauls; their various subsidiaries have started the year well and should make a sizeable contribution in all areas, although competition, particularly in animal feeds and malt, remains intense.

SOCIETE GENERALE DE BELGIQUE GENERALE MAATSCHAPPIJ VAN BELGIE

REPORT 1985

The Annual General Meeting held on 6th May 1986 approved the Accounts for the 1985 financial year and the payment of a net dividend of BEF 103 on ordinary shares (against BEF 96 for 1984) and BEF 131 net for APV shares (compared with BEF 107.50 for 1984).

The 1985 accounts show a profit of BEF 2.8 billion, 42.9% up on the previous year. As at 31st December 1985 the value of the company's investments was estimated at close on BEF 70 billion against BEF 57.3 billion in 1984, while shareholders' funds totalled BEF 45.5 billion.

strategy in the areas of international trading, financial engineering and electronics, telecommunications and media.

The Company's Annual report can be obtained from Société Générale de Belgique - Generale Maatschappij van België Information Department, Rue Royale 30, B-1000 Brussels using the reply coupon below

Other major events in 1985 included an international share issue on the European capital market, the pursuit of the strategy of consolidation and rearrangement of the company's investment holdings (GEHEM, CMB, etc) and the continuation of the development

The Extraordinary General Meeting which was held after the Ordinary General Meeting approved an increase in the company's share capital through a one-for-ten rights issue at a price of BEF 2,600 per new share. The public subscription period will run from 22 May to 5 June 1986.

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David Smith talks to the man who says 'No' - John McGregor, Chief Treasury Secretary

Keeper of the public purse faces a rough Cabinet ride



John McGregor: Local spending system "creaking"

The Chief Secretary to the Treasury, Mr John McGregor, faces a difficult task in containing the demands of the spending ministers, but is determined to hold the line on public expenditure.

Shifts in spending priorities can take place within existing planning totals for public expenditure, he said in an interview with The Times yesterday.

The annual public spending round, to determine the size and content of state expenditure next year, is about to begin. But already the jockeying for position is under way.

Mr McGregor is facing his first full public spending round. Appointed to the job in mid-round in last September's Cabinet reshuffle, he has nevertheless developed clear ideas of the problems of public spending control, and how the system can be improved.

writing any bids for extra public spending, with a copy to the Prime Minister. The original deadline for these was the end of this month, but for Mr Baker and Mr Ridley it has been extended to mid-June.

Mr McGregor described that as "a technical change". "Ministers are having to put in their bids to me", he said, "I was anxious to get discussions going with ministers rather earlier than we did last year."

The change has been seen as an attempt by the Treasury to shift the burden of proof for extra spending to the departments, and to ensure that bids are not submitted until opportunities for spending out of cost savings have been exhausted.

overall planning total of £139.1 billion for this year - 1986-87. But, he said: "The main worry is local authority expenditure and local authority pay. We have yet to see what the outcome of the pay round for local authority workers will be."

Although formal bids have not yet been received from either Environment or Education, Mr McGregor has identified one area within the Environment budget - local authority spending - as a key element in this year's public spending round.

a bid for around £2 billion of extra local authority current spending for next year, within an overall Environment bid of around £3 billion.

"It was a very temporary decision to carry forward local authority current expenditure in cash terms", said Mr McGregor. "This was reflected in the Reserve, some of which clearly has to be pre-empted. Precisely how much is going to be one of the big issues in this year's public expenditure survey."

However, the Chief Secretary is determined to maintain control over local authority spending, even if it means large rate rises next year. "One doesn't want to have excessive rate increases", he said. "They can be very serious for businesses, particularly small businesses. But the way out of this is not to relax our controls. Under the present system this would just lead to excessive spending and higher rates."

"One of the things that struck me last year was how the present system - it's a Byzantine nightmare - does not actually deliver what you appear to be aiming at. People look at the planning totals for education and health but, because of the ability of local authorities to switch between services, you say you are going

to spend a thousand million on a service but you don't." And he added: "Undoubtedly the system of controlling local authority spending is creaking". But any improvements in control are unlikely to affect this year's public spending round.

The bids for extra spending for next year, probably around £3 billion from Environment, £1 billion from Education and about £2 billion spread between other departments, come at a time when a debate is taking place within the Government over whether the £8 billion at the Chancellor's disposal over the next two years should be used to meet the goal of a 25p in the pound basic rate of income tax, or an extra public spending to cut unemployment.

"It's a key job of government to get the balance between tax and expenditure right", Mr McGregor said. Mr McGregor recognizes that there will be some hard decisions in this year's spending round, and that it will be necessary to resort to the ministerial Star Chamber in the autumn to settle disputes.

"My feeling is that there are sometimes such key issues that some of them go beyond the bilateral discussions", he said. "In fact, the Star Chamber worked very well last year."

This year, with a shift in the balance of the Cabinet towards extra spending, both the Star Chamber and the Chief Secretary appear to be in for a more difficult time.

Law Report May 29 1986

Discovery test same as for judicial review

Regina v Governor of Pentonville Prison and Another, Ex parte Herbage (1986) 2 All ER 273 (Q.B.)

Before Mr Justice Hodgson (Judgment given May 22)

In deciding whether to grant discovery in judicial review proceedings, the court should apply a standard no higher than that applied when considering whether or not leave to apply for judicial review should be granted.

Mr Justice Hodgson so held, granting an application by Mr Alex Herbage against the Governor of Pentonville Prison and the Secretary of State for the Home Department, inter alia, for an order for discovery of all medical and/or psychiatric reports concerning the applicant since his removal in custody on August 1, 1985, and in particular all reports concerning the applicant written and submitted by Dr Rees arising out of any observations by the doctor of the applicant.

The applicant sought discovery in connection with his forthcoming application for judicial review relating to the conditions of his detention at Pentonville Prison where he was being held pending his extradition to the United States for alleged offences of dishonesty.

Mr Alan Newman and Mr Antony White for the applicant, Mr John Laws for the governor and the secretary of state.

MR JUSTICE HODGSON said that he had given the applicant leave to move for judicial review on May 13, 1986. On May 19, he had refused the applicant's application for interlocutory interim relief on the merits: see R v Governor of Pentonville Prison, Ex parte Herbage (The Times, May 21).

Leave to apply for judicial review had been granted on the basis of the evidence then placed before his Lordship, consisting of an affidavit of the applicant and a number of medical reports. Evidence subsequently filed by the governor and the secretary of state in opposition to the application for interim relief, placed in issue practically all the facts deposited to by the applicant.

Before the court could consider whether the applicant's case for judicial review had been made out, it would have to come to a conclusion about the actual conditions in which the applicant was being detained.

The applicant sought an order for interrogatories in the present proceedings, but they were merely an attempt to cross-examine the governor without obtaining the leave necessary to cross-examine on his affidavit.

That application would be refused. The materiality of the documents in respect of which discovery was sought arose in the following way.

The governor had deposed that the applicant was being detained in the prison hospital wing on the advice of medical officers and that there were operational reasons for moving him and no medical reasons for his transfer to another establishment.

In his affidavit in support of the present application, the applicant deposed that Dr Rees had led him to believe that he had submitted medical reports expressing concern about the conditions of his detention and recommending that he be transferred back to Winchester Prison.

There seemed to be an almost total dearth of authority as to the principles which should guide a court exercising its jurisdiction under Order 53 of the Rules of the Supreme Court when an application for discovery was made.

Prior to the changes made in Order 53 in 1977, there was no possibility of obtaining discovery in that jurisdiction.

However, Lord Diplock, in his observations in O'Reilly v Mackman (1983) 2 All ER 273, 282, seemed to have been saying that the cases in which discovery should be granted in Order 53 proceedings should, subject only to the different nature of the proceedings, be no more restrictive than in proceedings begun by writ or originating summons.

Mr Laws submitted that the passage in Lord Scarman's speech in R v Inland Revenue Commissioners, Ex parte Federation of Self-Employed and Small Businesses (1982) AC 617, 654, required the court to apply a higher standard in deciding whether to order discovery than in deciding whether to grant leave to move for judicial review.

It would, however, be wrong so to limit the discretion of the court and it would be contrary to the principle laid down by Lord Diplock in O'Reilly that an applicant for judicial review had practically nothing to gain by proceeding by writ or originating summons.

Had the present proceedings been begun by either of those ways, his Lordship was satisfied that discovery would have been ordered, even against an officer of the Crown.

Leave to move having been granted it would be wrong to refuse the application for discovery.

Solicitors: Shone & Barker, Treasury Solicitor.

Unauthorized agent is not binding

Armagas Ltd v Mundogas SA (1986) 1 All ER 273 (Q.B.)

Before Lord Keith of Kinkor, Lord Brandon of Oakbrook, Lord Templeman, Lord Griffiths and Lord Oliver of Aylmerton (Speeches read May 22)

An agent known not to have general authority to conclude a certain type of transaction but who did so after falsely representing that he had sought and obtained approval for the transaction on that occasion from his principal could not be reasonably believed to have specific ostensible authority; and the principal was not vicariously liable for the loss caused by the misrepresentation to the other party.

The House of Lords so held in dismissing an appeal by the plaintiffs, Armagas Ltd, from the judgment of the Court of Appeal (Lord Justice Stephenson, Lord Justice Dunn and Lord Justice Robert Goff) (1985) 3 WLR 640 dismissing their claim for damages against the defendants, Mundogas SA, for wrongful repudiation of a charterparty signed by one of their employees without their knowledge or authority.

Mr David Steel, QC, Mr Richard B. Mawrey, QC and Mr Simon Rainey for the plaintiffs; Mr Gordon Follock, QC and Mr Richard Sibery for the defendants.

LORD KEITH said the appellants accepted that the agent did not have actual or ostensible general authority to enter into contracts of such an onerous character as that signed, but argued that he had ostensible authority to enter into that particular contract.

It was possible to envisage circumstances which could give rise to a case of ostensible specific authority to enter into a particular transaction but such cases would be rare.

By hypothesis the contractor knew that the agent had no general authority to enter into the transaction, as was the position in the present case.

The principal might conceivably inform the contractor that, in relation to a transaction which to the contractor's knowledge required specific approval

of the principal, he could rely on the agent to enter into the transaction only if such approval had been given.

In such a situation, if the agent entered into the transaction without approval, the principal might be estopped from denying that it had been given. But it was very difficult to envisage circumstances in which the estoppel could arise from conduct only in relation to a one-off transaction such as that in the present case.

On the question of vicarious liability, dishonest conduct was of a different character from blundering attempts to promote the employer's business interests involving negligent ways of carrying out the employee's work or excessive zeal and errors of judgment in the performance of it.

Dishonest conduct perpetrated with no intention of benefiting the employer but solely with that of procuring a personal gain or advantage for the employee was governed, in the field of vicarious liability, by a set of principles and a line of authority of peculiar application.

At the end of the day, the question was whether the circumstances under which a servant had made the fraudulent representation which had caused loss to an innocent party contracting with him were such as to make it just for the employer to bear the loss.

Such circumstances existed where the employer by words or conduct had induced the injured party to believe that the servant was acting in the lawful course of the employer's business.

They did not exist where such belief, although it was present, had been brought about through misguided reliance on the servant himself, when the servant was not authorized to do what he was purporting to do, when what he was purporting to do was not within the class of acts that an employee in his position was usually authorized to do, and when the employer had done nothing to represent that he was authorized to do it.

Lord Brandon, Lord Templeman, Lord Griffiths and Lord Oliver agreed.

Solicitors: Bentleys Stokes & Lowless; Freshfields.

Church news

Appointment: The Rev. P. H. Wyatt, Vicar, St. Peter's Church, Brompton, to retire on September 30. The Rev. P. E. Tustin, curate, St. Peter's Church, Brompton, to be vicar. Resignations and retirements: The Rev. P. H. Wyatt, Vicar, St. Peter's Church, Brompton, to retire on September 30. The Rev. P. E. Tustin, curate, St. Peter's Church, Brompton, to be vicar. The Rev. P. H. Wyatt, Vicar, St. Peter's Church, Brompton, to retire on September 30. The Rev. P. E. Tustin, curate, St. Peter's Church, Brompton, to be vicar. Other appointments: Deaconess S. M. Wood, Deaconess, Light-on-Sea, to be vicar. Deaconess S. M. Wood, Deaconess, Light-on-Sea, to be vicar. Deaconess S. M. Wood, Deaconess, Light-on-Sea, to be vicar.

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A copy of this document, which comprises listing particulars with regard to the Company required by The Stock Exchange (Listing) Regulations 1984 made under the European Communities Act 1972, has been delivered to the Registrar of Companies in England and Wales for registration in accordance with those Regulations.

The listing particulars have been approved by the Council of The Stock Exchange. Application has been made to the Council for the share capital of the Company, issued and now being issued, to be admitted to the Official List.

The Directors, whose names appear under the heading "Directors and Advisers" below, are the persons responsible for the information contained in this document. To the best of the knowledge and belief of the Directors (who have taken all reasonable care to ensure that such is the case), the information contained in this document is in accordance with the facts and does not omit anything likely to affect the import of such information. The Directors accept responsibility accordingly.

The Application List for the Ordinary Shares now being offered for sale will open at 10.00 a.m. on Tuesday 3rd June 1986 and will close as soon thereafter as Kleinwort Benson may determine. Dealings are expected to commence on Monday 8th June 1986.

An application form is set out at the end of this document.

Blick plc

(registered in England and Wales; no. 876534)

Offer for Sale by Kleinwort Benson Limited

of 7,308,210 ordinary shares of 5p each
at a price of 147p per share,
payable in full on application

SHARE CAPITAL following the Offer for Sale

Authorised		Issued and fully paid
£1,250,000	in ordinary shares of 5p each	£1,000,000
The Ordinary Shares now offered for sale rank in full for all dividends or other distributions hereafter declared, paid or made on the Ordinary Share capital.		

DIRECTORS AND ADVISERS

Directors	Alan Christopher Elliot, MA (Chairman) Tara Louise Winifred Elliot (Deputy Chairman, non-executive) Michael Oxley (Managing Director) John Andrew Caldecott, MA (non-executive) Colin David MacInnes, TD, MA, FCIS Ian Harold Scott-Gall, BSc, FCA Ivor Watkins all of Blick House, Bramble Road, Swindon SN2 6ER
Secretary	Colin David MacInnes, TD, MA, FCIS
Registered and Head Office	Blick House, Bramble Road, Swindon SN2 6ER
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Stockbrokers	L. Messel & Co., 1 Finsbury Avenue, London EC2M 2QE
Auditors and Reporting Accountants	Binder Hamlyn, Chartered Accountants, 8 St. Bride Street, London EC4A 4DA
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Solicitors to the Offer for Sale	Slaughter and May, 35 Basinghall Street, London EC2V 5DB
Registrars	The Royal Bank of Scotland plc, PO Box 27, 34 Fettes Row, Edinburgh EH3 6UT
Receiving and Principal Bankers	The Royal Bank of Scotland plc, 24 Lombard Street, London EC3V 9BA

DEFINITIONS

"Alcatel"	La Téléphonie Industrielle et Commerciale (Télic Alcatel)
"Amano"	Amano Corporation
"Anglo-Scottish"	Anglo-Scottish Investment Establishment
"Blick" or the "Company"	Blick plc (formerly Blick International Limited)
"Blick Communications"	Blick Communications Limited (formerly Communications Associates Limited)
"Blick Engineering"	Blick Engineering Limited (formerly Ice-Matic Limited)
"Blick International Systems"	Blick International Systems Limited
"Coombe Hill"	Coombe Hill Property and Investment Company Limited
"Council"	the Council of The Stock Exchange
"Directors"	the directors of the Company
"Financial Year"	the twelve months to 30th September in the calendar year indicated
"Group"	the Company and its subsidiaries
"ICFC"	The Industrial and Commercial Finance Corporation Limited (now IFC)
"Isgus"	J Schlenker-Grusen GmbH
"ITR"	ITR Holdings Limited and subsidiary companies
"Kleinwort Benson"	Kleinwort Benson Limited
"Offered Shares"	the 7,308,210 Ordinary Shares now being offered for sale
"Offer for Sale"	the offer for sale described in this document
"Offer Price"	the price of each of the Offered Shares
"Ordinary Shares" or "Shares"	ordinary shares of 5p each in the Company
"time recording equipment"	equipment for recording time attendance and job costing which is principally operated by printed time cards

INDEBTEDNESS

At the close of business on 2nd May 1986, the Group had outstanding:

Bank overdraft (secured)	£000
Long-term bank loan (secured)	3
8 per cent. Unsecured Loan Stock 1984/1986	642
Other loans (unsecured)	92
	24
Total borrowings	761

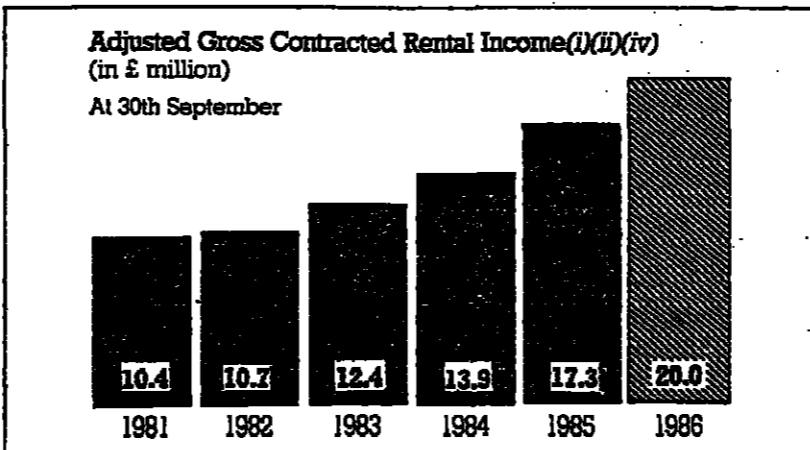
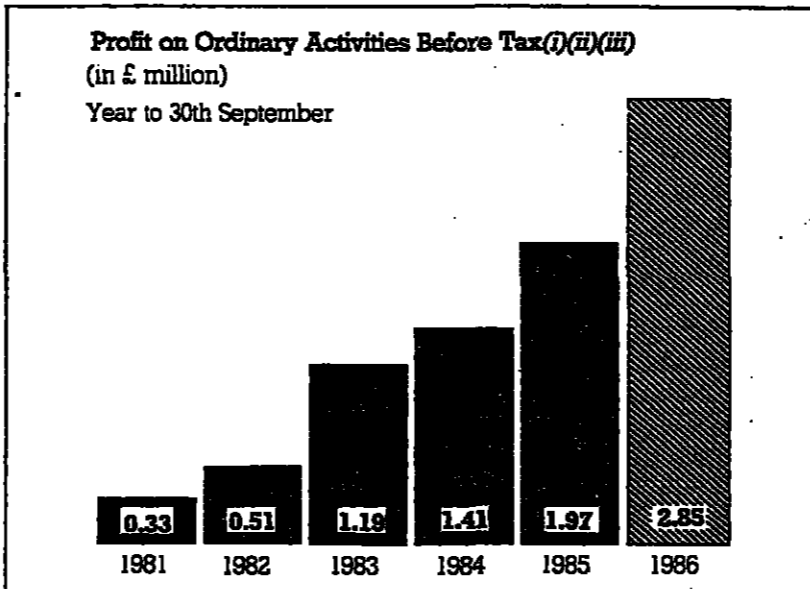
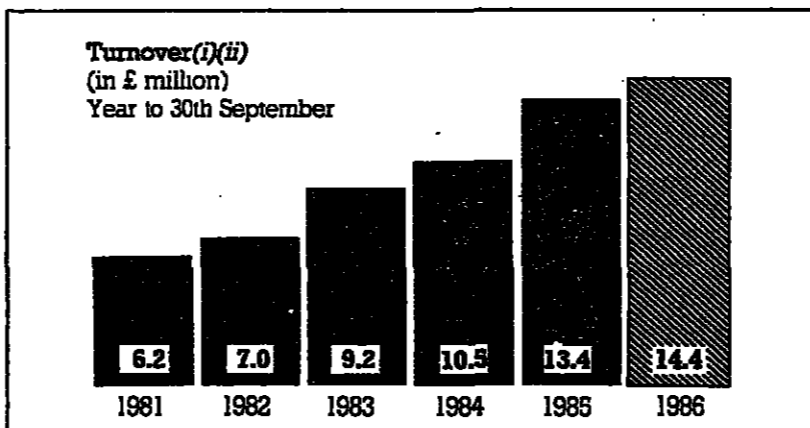
At the same date, the Group had leasing and hire purchase commitments amounting to £449,000 and aggregate cash balances with bankers amounting to £302,000.

The Group's cash position fluctuates throughout the year, principally as a result of the majority of contracted rental income being receivable annually in advance on 1st January.

The long-term bank loan, which is repayable in equal annual instalments of approximately £58,000, is secured by a mortgage over the Group's premises at Swindon and, together with the Group's bank overdraft facilities, is secured by fixed and floating charges over the assets of the Company and its subsidiaries.

Save as aforesaid and apart from intra-Group borrowings, neither the Company nor any of its subsidiaries had at the close of business on 2nd May 1986 any loan capital outstanding or created but unissued, term loans (whether guaranteed, unguaranteed, secured or unsecured) or other borrowings or indebtedness in the nature of borrowing, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, mortgages, charges, hire purchase commitments, material contingent liabilities or guarantees.

GROWTH OF THE GROUP



Notes

- (i) All figures exclude discontinued activities, other than Coombe Hill.
(ii) 1986 figures are forecasts.
(iii) Profit on ordinary activities before tax excludes exceptional items.
(iv) Gross Contracted Rental Income is the total, as at 30th September in the relevant year, of the then contracted future flow of income assuming no cancellations and no further contracts and disregarding future escalations. The adjustment is for rentals received but not yet taken to profit and loss account at the relevant balance sheet date, which have been added to Gross Contracted Rental Income.

KEY INFORMATION

The following information is derived from, and must be read in conjunction with, the full text of this document.

BUSINESS

The Group's principal business is the sale, long-term rental and maintenance of time recording equipment and on-site paging equipment.

The principal features of the Group's business are:

- ★ UK market leadership in time recording equipment;
- ★ its prominent position in the UK on-site paging market;
- ★ the substantial contribution to the Group's operating profits from rental, maintenance and repeat supplies;
- ★ the substantial recurrent income stream from long-term index-linked rental contracts; and
- ★ its large customer base, with over 26,000 active accounts.

Since Financial Year 1981 (the first year of the five year record shown in this document), the Group has experienced substantial growth in its business, with turnover and profit (on continuing ordinary activities before exceptional items and tax) showing compound annual increases, on a constant equity basis, of 21.4 per cent. and 57.6 per cent., respectively, over the period to the end of Financial Year 1986.

Further substantial growth in profits is forecast in respect of Financial Year 1986.

HISTORIC AND FORECAST TURNOVER, PROFIT AND EARNINGS

	Year ended 30th September 1985	Forecast for the year ending 30th September 1986
Turnover	£13.4 million	£14.4 million
Profit on ordinary activities before tax ⁽ⁱ⁾	£1.97 million	£2.25 million
Earnings per Share ⁽ⁱⁱ⁾	6.60p	10.48p

OFFER FOR SALE STATISTICS

Offer Price	147p
Ordinary Shares in issue following the Offer for Sale	20,000,000
Market capitalisation at the Offer Price	£29.4 million
Percentage of the enlarged Share capital being offered for sale	36.5 per cent.
Prospective price earnings ratio at the Offer Price	14.0 times
Net dividend per Share ⁽ⁱⁱⁱ⁾	3.4p
Gross dividend yield at the Offer Price ⁽ⁱⁱⁱ⁾	3.3 per cent.
Dividend cover ⁽ⁱⁱⁱ⁾	3.1 times
Adjusted net tangible assets per Share ^(iv)	32.1p

Notes

- (i) before charging, in Financial Year 1986, an exceptional pension contribution of £0.16 million;
(ii) after accounting for the charge referred to in note (i) above and on the basis of effective tax rates of 32.5 per cent. and 30.0 per cent. for Financial Years 1985 and 1986, respectively, and of a weighted average number of Shares in issue during Financial Years 1985 and 1986 of 18,600,000 and 19,033,424, respectively, as described in Note 10 of the Accounts Report and in "Profit Forecast", respectively, below;
(iii) on the basis of a notional net annual dividend of 3.4p per Share, as described in "Dividends" below; and
(iv) on the basis of audited net tangible assets at 31st March 1986 of £5.1 million (adjusted for the net proceeds to the Company of the Offer for Sale of approximately £1.3 million) and 20,000,000 Shares in issue.

1986-05-29

HISTORY

Blick's business origins are believed to date from 1919, when the Blick Typewriter Company established Blick Time Recording Devices (which was incorporated in 1922 as Blick Time Recorders Limited) for the sale and maintenance of time recording equipment. This company is now called Blick International Systems.

Dufay Limited, of which Alan Elliot was Managing Director, acquired Blick International Systems in 1963 and, in 1968, Alan Elliot, together with ICFC, was instrumental in arranging a management buyout, at which time Blick was incorporated to acquire the share capital of Blick International Systems. In 1971, Alan Elliot and members of his family acquired control of Blick.

Since the early 1970s, the business has expanded with the development of the long-term index-linked rental of time recording equipment and the acquisition of other interests principally in time recording.

In 1975, Blick moved its Head Office from London EC1 to Swindon.

In 1978, the Company negotiated the repayment of all its loans from ICFC by bank and other borrowings. The ICFC shareholding in Blick was acquired by Anglo-Scottish in the same year.

Blick has a history of acquisitions and, in this respect, has been active for a private company. The principal acquisitions have been as follows:

- 1972 Internal Telephone and Clock Systems Limited and Internal Telephone and Clock Rental Company (telephones);
- National Time Recorder Co. Limited (time recording equipment);
- 1979 the public address interests of two companies in the Tammy Group, together with the limited use of the Tammy name;
- 1980 the English Clock Systems division of Smiths Industries (time recording equipment);
- 1982 ITR (time recording equipment); and
- 1983 Blick Communications (on-site paging equipment) and Blick Engineering (light engineering), the then Directors having acquired a controlling interest in both companies in 1977.

Most of Blick's acquisitions have been of businesses in a poor trading or financial position, whose appeal to Blick lay in their business and customer base. These have been integrated into Blick's existing sales and service network without a corresponding increase in costs. At the same time, Blick has shown itself prepared to dispose of activities yielding a return which it considered insufficient, namely the ITR electronic time recording manufacturing business, which was sold in September 1982, and the message handling businesses, Colnam Limited and Radio Link Limited, which were sold in January 1983.

Since Financial Year 1981 (the first year of the five year record shown in this document), the Group has experienced substantial growth in its business, with turnover and profit (on continuing ordinary activities before exceptional items and tax) showing compound annual increases, on a constant equity basis, of 21.4 per cent. and 57.6 per cent., respectively, over the period to the end of Financial Year 1985.

BUSINESS SUMMARY

The Group's principal business is the sale, long-term rental and maintenance of time recording equipment and on-site paging equipment.

The principal features of the Group's business are:

- ★ UK market leadership in time recording equipment;
- ★ its prominent position in the UK on-site paging market;
- ★ the substantial contribution to the Group's operating profits from rental, maintenance and repeat supplies;
- ★ the substantial recurrent income stream from long-term index-linked rental contracts; and
- ★ its large customer base, with over 26,000 active accounts.

The Group purchases most of its time recording equipment from overseas, principally from Amano of Japan and Iscus of West Germany, and has a long-established relationship with both of these companies. The Group manufactures all its paging equipment and a small amount of time recording equipment in Exeter.

EQUIPMENT SALES AND CONTINUING CUSTOMER BASE

GENERAL

The Group carries out its business as one integrated operation. However, turnover can be analysed between two broad categories: equipment sales and continuing customer base. The former term refers to outright and finance lease sales, whilst the latter term refers to income derived from rental and maintenance and from the sale of repeat supplies, such as time cards.

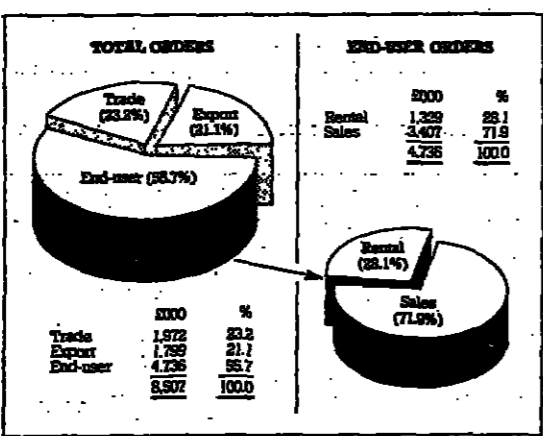
An analysis of turnover for the five Financial Years 1981 to 1985, after allocating the equivalent gross retail selling price of equipment leased under finance leases to the appropriate equipment, is set out below:

	Year ended 30th September					
	1981	1982	1983	1984	1985	1985
	£000	£000	£000	£000	£000	%
Equipment Sales:						
Time recording	1,946	2,389	3,203	3,528	4,601	57.0
Paging	433	397	526	514	2,987	37.0
Other	813	486	598	841	490	6.0
	3,052	3,241	4,311	5,283	8,078	100.0
Continuing Customer Base:						
Rental	1,629	1,677	1,847	1,938	2,255	42.1
Maintenance	1,005	1,468	2,267	2,406	2,252	42.0
Repeat supplies	496	641	733	864	856	15.9
	3,130	3,786	4,837	5,208	5,363	100.0
Total	6,182	7,027	9,218	10,511	13,440	

The Directors consider that, on the basis of their reasonable allocation of certain costs, the profit contribution from the continuing customer base is significantly higher than that from equipment sales. This is the reverse of the relative contributions to turnover, reflecting the large trade content of equipment sales (at lower gross margins).

The Group's customer base consists of approximately 30,000 customers, of which more than 26,000 have traded with the Group over the last year.

The charts below show (i) total orders received in Financial Year 1985 split between trade, export and end-user and (ii) end-user orders in Financial Year 1985 split between rental and outright sales, rental being quantified at the equivalent gross retail selling price, for both finance and operating leases.



EQUIPMENT SALES

Between Financial Years 1981 and 1985, equipment sales turnover grew at a compound annual rate of 27.5 per cent. In Financial Year 1985, equipment sales accounted for some 80 per cent. of turnover and it is expected that the relative proportion of such sales will be maintained. In earlier years, this percentage was not so high, the increase resulting from a sharp rise in sales of electro-mechanical time recorders to the trade and from completing a delivery backlog at the beginning of Financial Year 1985 following the successful launch of the Datalcall pager. Paging equipment sales also benefited from significant initial orders from British Telecom and an increase in export sales.

CONTINUING CUSTOMER BASE

As at 31st March 1986, the Group had approximately 7,100 rental contracts (with maintenance), with an annualised value of £2.7 million, and an additional 11,250 maintenance-only contracts (which are largely for one year), with an annualised value of £1.7 million. Equipment sales are usually accompanied by maintenance contracts.

The great majority of continuing customer base income is in respect of time recording equipment.

The total adjusted gross contracted rental income (calculated as per Note (iv) under "Growth of the Group" above) was £19.3 million as at 31st March 1986 and is forecast to be of the order of £20.0 million as at 30th September 1986. As a result of the long-term nature of the Group's rental contracts, the Group benefits from a substantial recurrent income stream.

The Group's rental contracts are for varying terms, but are mainly for five, 10 and 14 years; the number of 14 year contracts has increased significantly over the last five years. The rental contracts provide for payment in advance, normally annually, and, in the event of premature termination, for the payment of liquidated damages. With few exceptions, rental contracts provide for annual increases in total rental based on the movement in the appropriate Department of Employment wages index.

Repeat supplies, such as time cards, purchased in bulk for sale to end-users, make an important profit contribution.

THE SALES AND SERVICE NETWORK

Eight branch offices, in Bangor (Northern Ireland), Birmingham, Crowborough, Glasgow, Leeds, London, Manchester and Swindon, provide regional coverage. In each office there are separate home-based teams of salesmen and engineers for time recording and paging equipment. A significant element of the remuneration of salesmen and, to a lesser extent, engineers is by way of commission. It is possible for a good salesman to make up to four times his basic salary in commission. Great emphasis is placed on the engineer developing long-term relationships with customers.

TIME RECORDING EQUIPMENT AND SYSTEMS

PRODUCTS

The Group markets a comprehensive range of equipment for recording and monitoring employee time, from traditional electro-mechanical equipment to electronic and computerised equipment. Computerised equipment signifies the combination of electronic time recording products with customised software to produce systems for the provision of management and other information.

The Group markets approximately 25 different electro-mechanical products of varying sophistication and price. In addition, it markets four electronic products (Datatime, Datatime Junior and Star, which are time card machines, and Databadge, which is operated by a plastic badge and has optical access control) and two computerised products (Zeus and Datalcall).

In the case of electro-mechanical equipment, an employee "clocks on and off" by inserting a time card, which is subsequently processed by the wages department. Electronic and computerised equipment is activated by either cards or plastic badges. Electronic equipment is capable of producing information of a more sophisticated nature than electro-mechanical equipment, such as totals of hours worked in both normal hours and overtime, as well as other management statistics. Computerised equipment, which takes time recording one stage further, is capable of providing reports relating to individuals or groups and of producing the payroll and psychiques. It can also be utilised for security and access control. The software required is either developed to the Group's specifications by the supplier of the hardware, as in the case of Zeus, or is standard software which is adapted for the Group to its specifications, as in the case of Datalcall.

The Zeus system was specifically designed to accommodate UK industry's complex working time arrangements. It has a capacity for over 5,000 employees (with 2,000 on-line), 48 shift patterns and 23 events from traditional electro-mechanical up to 32 different types of report on individuals or groups. Blick believes that Zeus gives it a significant lead over its UK competitors in computerised time recording systems.

The Group's sales of electronic time recording equipment effectively started in Financial Year 1983 and represented approximately 14 per cent. of the Group's time recording equipment sales in Financial Year 1985. The more sophisticated computerised equipment has only been introduced during Financial Year 1986. Current retail prices range from £500 to £1,450 for electro-mechanical equipment and from £2,000 to £4,000 for electronic equipment. Computerised systems, the average sales value is £15,000, whilst large systems can reach £70,000.

Other time recording products supplied by the Group include watchman's clocks, master clock systems, dial clocks and time and date stamp equipment (designed for the last of which may increase with 'Big Bang').

SUPPLIERS

The Group's most important supplier, providing (in terms of product cost) approximately two-thirds of the Group's time recording equipment purchased in Financial Year 1985, is Amano of Japan, one of the world's largest manufacturers of time recording equipment. The Directors estimate that Amano is responsible for about one-quarter of the world's production of time recording equipment. Since 1983 the Group has been the sole distributor of Amano time recording equipment in the UK and the Republic of Ireland and in 1978 the close relationship was cemented by the signing of a long-term distribution agreement, terminable by either party by three years' notice given on any 1st January. Fixed sterling prices have been agreed for all orders placed up to 18th April 1987.

The Group's next most important supplier is Iscus of West Germany, which is one of Europe's principal manufacturers of time recording equipment and operates in the EEC through agents and distributors. The Group's long-standing association with Iscus dates from the early 1960s. An agency agreement relating to the UK, terminable by either party on 12 months' notice, was signed in 1976. The main product which Iscus supplies to the Group is Zeus, although it also supplies the Group with electro-mechanical and electronic equipment.

The Group enjoys strong commercial relationships with both Amano and Iscus. Because of its large number of customers and its national coverage, the Group is a natural choice as a UK distributor for time recording equipment and related products.

A new supplier is Cincinnati Time Recorder Company of the USA (a division of General Signal Industries, Inc.), with which Blick International Systems has recently signed an agreement for the exclusive supply in the UK of time recording equipment, mainly at the lower end of the price range.

The Group is an authorised dealer for the IBM personal computer, which is used in conjunction with the Group's computerised systems.

The Group is not exposed to any significant commercial risk through currency fluctuations. Although in certain instances the Group is invoiced in foreign currencies, its exposure is limited by its ability to reflect currency fluctuations in its own prices.

MARKET

Traditionally, the Group's end-user customers for time recording equipment have been small to medium sized businesses in both manufacturing and service industries. A development over the last five years, however, has been the substantial and increasing sales of electro-mechanical equipment to the trade, which in turn supplies end-users. In Financial Year 1985, such sales accounted for 25 per cent. of total time recorder sales.

The Group is not dependent on any particular sector of industry.

Opportunities for the Group to re-export are limited, in that the Group's major suppliers, Amano and Iscus, have distributors in other countries. However, export turnover (including time recording equipment manufactured by Blick Engineering) in Financial Year 1985 was £0.5 million and is expected to remain at this level.

The Directors believe that, despite the recent increase in the use of electronic equipment, sales of electro-mechanical products will continue to grow in the short to medium term, both through rising sales to the trade and the tendency for end-user customers to replace their existing electro-mechanical equipment with more up-to-date electro-mechanical products. However, by providing facilities for the customer with more sophisticated demands, new markets with higher unit values are emerging. The computerised Zeus system, for example, is aimed at larger organisations and enables the Group to increase the level of its activity in the market. Since its introduction in January of this year, the response to Zeus has indicated the likelihood of substantial sales, with a number of sizeable orders already received.

Apart from Telephone Rentals plc (a major customer of the Group), the competition to the Group in the UK market for time recording equipment is largely fragmented and consists mainly of telephone companies offering ancillary services and regional distributors.

PAGING EQUIPMENT

PRODUCTS

The UK market for paging equipment is broadly divided into "on-site", covering, for example, a factory complex, a hospital or an office block and "wide-area", which can be used outside the confines of the customer's premises.

The Group's paging business is the sale, long-term rental and maintenance of low band VHF and UHF equipment for use in the UK on-site market and the sale to both overseas distributors and UK-based export agents of such equipment for use overseas. The paging equipment is used to send messages and control the use of the UK, but is configured to the relevant country's telecommunications regulations.

The Group's principal pager, "Datalcall", has a fully alphanumeric (i.e. all upper-case letters of the alphabet and numbers) message display facility which enables the communication of a comprehensive message. Messages, entered by a central keyboard or via a computer link-up, of up to 40 characters may be communicated visually, without the need for the addressee to take further action. Such a message in a hospital might read "urgent - cardiac arrest in ward 19". The Datalcall pager has an extensive range of other features, including a printout option and the ability to store pre-set messages within the control unit and to relay them at the touch of a button, to either an individual or a specified group. Each system is individually programmed to the customer's requirements and has a capacity ranging from 10 to 10,000 pagers, although most industrial customers only require up to 50 pagers, with hospitals requiring up to 500 pagers.

When the Group introduced the Datalcall pager in 1983, it was the first pager of its type in this country. Datalcall's introduction represented a significant development in the on-site paging market. This is reflected by the fact that, in a survey of on-site paging systems published in "What to Buy for Business" (a consumer report on business equipment and services) on 1st May 1985, Datalcall 100 was given the "Best Buy" categorisation, with the comment that it is "in a class of its own for what it gives you for the price".

A recent development by the Group is an Arabic script version of Datalcall which the Directors expect to sell in the Middle East market and over which the Group holds an exclusive worldwide licence from the patent holder with eight years unexpired.

Other refinements of the Datalcall model, which will include additional facilities, are at present under development.

MANUFACTURING

The Group's paging equipment is manufactured by Blick's subsidiary company, Blick Communications, at its Exeter factory. The Group has been awarded the relevant manufacturing quality assurance approvals by the British Standards Institution and has also received quality assurance approvals from the Ministry of Defence. Blick Communications was responsible for the development of the fully alphanumeric message display facility.

MARKET

In the UK, the Group's principal customers for paging equipment have tended to be companies, such as St Bartholomew's in London and the Northern General in Sheffield. However, the Group has recently become a supplier of fully alphanumeric on-site paging equipment to British Telecom, with which it has signed a contract, with an estimated total value of £1 million by 31st March 1987 whereby Blick Communications manufactures pagers for British Telecom to sell under its own brand name of "The Pager" as an ancillary service to the installation of FAXES. In addition, GEC Reliance has indicated that it expects to place large orders for on-site paging equipment during the next 12 months.

The Group has a number of competitors in the UK on-site paging equipment market, one of which has recently been engaging in price-cutting, particularly in the hospital market. However, the Directors are confident that the sophistication of the Datalcall pager, the contract with British Telecom and the Group's export business will enable the Group to maintain its position.

In Financial Year 1985, exports of paging equipment totalled £1.28 million, some 42 per cent. of paging equipment turnover. Export turnover of paging equipment in the three years to 30th September 1985 can be analysed as follows:

	Year ended 30th September		
	1983	1984	1985
	£000	£000	£000
Europe	173	436	982
United States	7	19	149
Other	66	40	130
	246	495	1,261
			100.0

Overseas sales are handled both by distributors under a standard agreement and by UK-based export agents, who sell primarily to the Middle East. At present, the Group has distributors in 10 countries and is actively seeking to increase its geographical coverage. Scandinavia is the Group's principal European market for paging equipment.

OTHER EQUIPMENT

The Group is the exclusive distributor in the UK of certain internal telephone equipment and also of the public T16 key telephone system manufactured by Alcatel, the telecommunications subsidiary of Compagnie Générale d'Electricité of France and one of the largest manufacturers of telecommunications equipment in the world. Under the distributorship agreements (described in paragraph 11(a) in "General Information" below), the Group distributes the Alcatel T16, a variable 8 line, 16 extension automatic exchange aimed at the small to medium-sized office sector. In early 1985 the Group obtained the Department of Trade and Industry's approval for the Alcatel T16 to be connected to the British Telecom network, and it has recently obtained British Standards Institution approval for maintenance.

The Group expects to sign shortly a joint-distribution contract for the Alcatel "Mimtel 254" Viewdata Terminal. This low-price terminal, which has the interim approval to be connected to the British Telecom network, may be used with the Prestel and Oracle systems or as a data processing terminal. Alcatel currently manufactures 700,000 "Mimtel" units per annum, most of which are sold in France.

The Group also markets a range of public address equipment. This equipment is supplementary to on-site paging equipment, as both are used for staff location. In addition, telephone intercoms are marketed by the Group.

DIRECTORS AND EMPLOYEES

DIRECTORS

The Directors are as follows:
Alan Elliot (aged 49) has been executive Chairman and, with his family interests, controlling shareholder since 1971. He was the personal assistant to the Managing Director of Metropolitan Industries before joining the Group in 1963 as a Director, following the take-over by Dufay, a public listed company, where he was Managing Director (at the age of 28). Together with ICFC, he was instrumental in negotiating the management buyout of Blick International Systems in 1968.

Tara Elliot (aged 42) is the wife of Alan Elliot and was appointed a Director in 1975 and Deputy Chairman in 1979. She is a non-executive Director.

Michael Odeley (aged 44) has been Managing Director since 1977. He joined the Group as a sales engineer in 1962, following three years as a trainee draughtsman. He became Sales Training Manager in 1968; London Manager in 1970; Sales Manager in 1971; Sales Director in 1972; and Deputy Managing Director in 1973.

Andrew Caldwell (aged 62) became a non-executive Director in April 1986. He is Chairman of M & G Group and a director of a number of other public listed companies, including Blue Circle Industries, Chloride Group, Electronic Rentals Group, Kleinwort Benson Lonsdale and Whitbread.

Colin MacIntyre (aged 47) became a Director and Company Secretary in March 1986. Previously, he was employed by Slater Walker Securities (now Britannia Arrow), as a director and company secretary, and he has since acted as a financial and management consultant. He is a Chartered Secretary.

Ian Scott-Gall (aged 37) joined the Group as a Director in March 1984 and became Finance Director in July 1984. Previously, he worked with Burnham Oil, where he was successively Group Management Accountant and Finance Manager of the Investment Division. He is a Chartered Accountant.

Ivor Watkins (aged 46) has been Sales Director since April 1986. He joined the Group in 1961 as a sales engineer, becoming manager of Blick's Southern Group offices in 1970; Sales Manager in 1976; Special Director (Sales) in 1978; and Sales Director of Blick International Systems in 1983.

SUBSIDIARY COMPANY DIRECTORS

In addition to certain of the Directors (named above), the subsidiary company directors are as follows:

Blick International Systems

David Bain (aged 47) has been Technical Director since 1983. Before joining the Group in 1978 as Chief Communications Engineer, he had 12 years' service in the RAF and was employed for eight years by Rediffusion.

Vivian Buis (aged 60) has been Administration Director since 1983. His career started with Romeo Vickers, from which he moved in 1970 to National Time Recorder Co., which was taken over by Blick in 1972.

George Cooke (aged 39) has been Finance Director since April 1986. Before joining the Group in November 1985, he worked for P J Hare and Compression Terminals and Tools, where he was Group Financial Director. He is a Chartered Accountant.

Robert Crockett (aged 52) has been Service Director since 1983. He joined the Group as a service engineer in 1969, becoming Service Manager in 1973 and Special Director (Service) in 1978.

Blick Communications

Christopher Conkett (aged 42) has been Managing Director since January 1986. Before joining the Group in May 1983, he served an electrical engineering apprenticeship with British Aerospace and subsequently worked for Plessey, GEC Marconi, Ferranti, Normair-Garret and ABS/Allicat Systems.

Michael Chester (aged 41) has been Technical Director since January 1986. He served an Army trade apprenticeship and subsequently joined Communications Associates in March 1971, where he was Development Engineer when that company (now Blick Communications) was acquired by the then Directors in 1977.

Peter Jones (aged 58) has been Works Director since 1981. He worked for Verner and Hatfield Instruments and joined Communications Associates in December 1968, where he was Works Manager when that company was acquired by the then Directors in 1977.

Blick Engineering

Anstie Cole (aged 57) joined Ice-Matic Limited in 1970, was Works Manager when that company (now Blick Engineering) was acquired by the then Directors in 1977 and has been Works Director since 1980. His previous experience was with Hawker Aircraft, the RAF and Exeter Aircraft.

EMPLOYEES

For the half year to 31st March 1986, the average number of Group employees was 486. Of these, 349 were employed by Blick International Systems (divided approximately equally between administration, salesmen and engineers), 96 were employed by Blick Communications (principally in production and quality assurance), 30 were employed by Blick Engineering (in production) and 11 were employed in Head Office. The average number of employees in Financial Years 1983, 1984 and 1985 was 412, 478 and 508, respectively.

The Group recognises one trades union in its wage negotiations, the Electrical, Electronic, Telecommunication & Plumbing Union ("EETPU"), with which it has signed a sole negotiating rights agreement. Approximately 126 employees are members of the EETPU and the Group holds two meetings a year with EETPU representatives and shop stewards. The Group has a good working relationship with the EETPU and with the workforce generally.

The Offer for Sale has permitted the introduction of an Inland Revenue approved share option scheme for which certain Directors, all managers and all employees with at least five years' service (in total, almost half the workforce) will qualify.

PROPERTIES

Blick House at Swindon, the Group's Head Office and South West branch office, is a freehold property with approximately 25,000 sq. ft. of offices and 14,000 sq. ft. of stores and workshops. The Group also has a total of approximately 18,000 sq. ft. of leasehold premises at Exeter, used as workshops, and seven other branch offices (each with storage facilities, none of which extends to more than 3,000 sq. ft.).

Blick House was valued as at 31st March 1986, on the basis of open market value as between a willing buyer and a willing seller, by D.E. & I. Levy, Surveyors, Valuers and Property Consultants, at £1,475,000. Other properties are almost exclusively held under full repairing and insuring leases with less than 25 years unexpired.

Further details of the Group's properties are set out in paragraph 8 of "General Information" below.

TRADING RECORD

The results of the Group for the five years ended 30th September 1985 and for the six months ended 31st March 1986, which have been extracted from the Accountants' Report, are summarised below:

	Year ended 30th September					
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Turnover	6,182	7,027	9,218	10,511	13,440	7,012
Profit on continuing ordinary activities before exceptional items	328	514	1,214	1,439	2,026	1,407
Exceptional profit/(loss)	119	—	—	—	(155)	—
Ordinary profit/(loss) on discontinued activities	19	(708)	(147)	(59)	(52)	(

factors, earnings per Share would have increased in each year of the period, as has profit on continuing ordinary activities. Since Financial Year 1983, effective tax rates have been slightly below the prevailing rate of Corporation Tax.

Included in continuing activities are Blick Communications and Blick Engineering (throughout the period), English Clock Systems (from its acquisition in October 1980) and ITR (from its acquisition in May 1982). The Directors were aware that the acquisition of ITR would result initially in substantial losses (as the business required reorganisation), but were confident that profits would begin to flow through within a year of its integration into the Group. This view was vindicated by the much improved results in Financial Year 1983, and the Directors attribute much of the increase in the contribution to operating profit to the doubling of the Group's customer base following the acquisition of ITR. Apart from this, growth during the period has mainly been organic, with significant contributions from new products such as electronic time recording equipment and the Datacall pager.

Manufacturing by ITR at Poole is the only material discontinued activity, being responsible for substantially all of the loss on discontinued activities in Financial Years 1982 and 1983 and for the extraordinary loss in Financial Year 1982. The message handling companies, Colman Limited and Radio Link Limited (both sold in January 1985) and the investment property of Coombe Hill (contracted to be sold) are included amongst discontinued activities.

The significant increase in operating profit between Financial Years 1982 and 1983 reflected the acquisition of ITR. The increase between Financial Years 1984 and 1985 was mainly due to growth in the turnover of time recording equipment business with the trade and to a strong performance by the paging equipment activity, both in the UK and overseas. This resulted from the introduction of the Datacall pager in 1983 and the clearing of a delivery backlog for Datacall as at the beginning of Financial Year 1985.

Although net interest payable peaked, at £346,000, in Financial Year 1983 (after the acquisition of ITR), interest cover improved over the five years to Financial Year 1985 and, in that year, exceeded 10 times. Balance sheet gearing has also improved.

INTERIM RESULTS

In the first half of Financial Year 1986, the profit growth continued. Turnover was £7.01 million and profit on ordinary activities before tax amounted to £1.38 million. Earnings per Share of 5.19p for the six months to 31st March 1986 compared with 6.60p in respect of the whole of Financial Year 1985.

PROFIT FORECAST

On the basis of the assumptions set out in 'Assumptions and Letters regarding the Profit Forecast' below, the Directors forecast that, in the absence of unforeseen circumstances, profit on ordinary activities before taxation for the year ending 30th September 1986 will be not less than £2.85 million. The effective tax rate for the year ending 30th September 1986 is forecast at 30 per cent. Earnings per Share are therefore forecast to be 10.48p (based on a weighted average of the number of Shares in issue during the year of 19,033,424, after taking account of the sub-division of the Shares, the capitalisation issue and the issue of new Shares as part of the Offer for Sale).

DIVIDENDS

On the basis of the above profit forecast, the Directors intend to recommend a final net dividend of 2.0p per Share (2.83p gross) in respect of Financial Year 1986. This dividend is expected to be paid in April 1987.

If the above forecast had related to a year during the whole of which the Shares had been listed, the Directors would have expected to declare and recommend net dividends totalling 3.4p per Share (4.79p gross). These dividends would have been payable as to 1.4p in September, as an interim dividend, and as to 2.0p in April, as a final dividend.

The gross dividend yield at the Offer Price is 3.3 per cent. The net dividend is covered 3.1 times by forecast earnings per Share.

PROSPECTS

The Directors consider that the Group has potential for significant profit growth:

Time Recording

★ the Group is UK market leader in time recording equipment, with both a comprehensive range of electro-mechanical, electronic and computerised products and considerable market experience;

★ the Group's large customer base means that it is well-placed to secure replacement business;

★ the Group's existing rental contracts provide recurrent long-term index-linked income;

★ sales of higher value electronic and computerised equipment are increasing;

★ the UK market for time control linked to security access is expected to grow, especially in the office and service industry sector;

Paging

★ the benefits of the alpha-numeric pager have yet to be fully exploited, and further growth in the market is anticipated;

★ the benefit of the British Telecom contract is only just beginning to flow through; and

★ the export market has scope for further development.

The Directors view the future with considerable confidence but recognise that it is unrealistic to expect to sustain the very high compound annual growth rate achieved over the period from Financial Year 1981 to 1985, or that shown by the profit forecast for Financial Year 1986.

The Group is not currently in negotiations for acquisitions. However, the Directors fully intend to be acquisitive on the basis of their proven ability to integrate the business and customer base of acquisitions into Blick's existing sales and service network, without a corresponding increase in costs.

REASONS FOR THE OFFER FOR SALE AND FULL LISTING

The Directors consider that the Group has reached a size, level of profit and stage in its development where a full listing is appropriate:

★ a full listing for the Ordinary Shares will assist the Group in financing acquisitions by enabling the Company to issue listed securities;

★ the Offer for Sale and full listing will create a continuing market in the Ordinary Shares; and

★ the issue of 1,400,000 new Shares will, after deduction of the expenses of the Offer for Sale payable by the Company, raise approximately £1.3 million. Whilst the Group has no existing requirement for additional funds, the net proceeds receivable by the Company together with the proceeds of sale of Coombe Hill's investment property of approximately £0.7 million (before tax), will produce a significant net cash balance, thus further strengthening the Group's balance sheet.

ASSUMPTIONS AND LETTERS REGARDING THE PROFIT FORECAST

The principal assumptions used in preparing the Directors' profit forecast for the year ending 30th September 1986 are as follows:

- the operations of the Group, its suppliers and customers will not be significantly affected by industrial action or civil disturbances; and
- there will be no change in rates of taxation, legislation or government regulations which will have a significant effect on the Group.

The following are copies of letters relating to the profit forecast of the Group for the year ending 30th September 1986:

Letter from Binder Hamlyn

The Directors
Blick plc
8 St Bride Street
London EC4A 4DA

and

The Directors
Kleinwort Benson Limited
28th May 1986

Dear Madam and Sirs

We have reviewed the accounting bases and calculations used in preparing the profit forecast of Blick plc ("Blick") and its subsidiaries (together, the "Group") for the year ending 30th September 1986, for which the directors of Blick are solely responsible, set out in the Offer for Sale document dated 28th May 1986. The profit forecast is based on the audited consolidated accounts for the six months ended 31st March 1986 and on a forecast for the six months ending 30th September 1986.

In our opinion, the profit forecast, so far as the accounting bases and calculations are concerned, has been properly compiled on the basis of the assumptions made by the directors of Blick and set out in the Offer for Sale document and is presented on a basis consistent with the accounting policies normally adopted by the Group.

Yours faithfully

Binder Hamlyn
Chartered Accountants

Letter from Kleinwort Benson

The Directors
Blick plc
20 Fenchurch Street
London EC3P 3DB

and

The Directors
Kleinwort Benson Limited
28th May 1986

Dear Madam and Sirs

We have discussed with you and with Binder Hamlyn the profit forecast of Blick plc and its subsidiaries, together with the bases and assumptions upon which the forecast is made, set out in the Offer for Sale document dated 28th May 1986. We consider that the profit forecast, for which you as directors are solely responsible, has been made after due and careful enquiry.

Yours faithfully

for Kleinwort Benson Limited
Christopher Eugster
Director

ACCOUNTANTS' REPORT

Binder Hamlyn

CHARTERED ACCOUNTANTS

The Directors
Blick plc
Blick House
Bramble Road
Swindon SN2 6ER

8 St Bride Street
London EC4A 4DA

28th May 1986

The Directors
Kleinwort Benson Limited
20 Fenchurch Street
London EC3P 3DB

Dear Madam and Sirs

We have examined the audited financial statements of Blick plc ("Blick") and its subsidiaries (together the "Group") for the five years ended 30th September 1986 and the six months ended 31st March 1986 (together the "reported period"). The composition of the Group during the reported period is described in Part I below.

The financial information set out below is based on the audited financial statements of the Group, after making such adjustments as we consider appropriate. Our work has been carried out in accordance with the Auditing Guidelines, Prospectuses and the reporting accountant. We have been auditors of the Group throughout the reported period.

In our opinion, the financial information set out below gives a true and fair view of the results and source and application of funds of the Group for each of the periods stated and of the state of affairs of the Group at the dates stated.

I Composition of the Group

Throughout the reported period, Blick International Systems Limited was a wholly-owned subsidiary of Blick.

Blick made the following significant acquisitions during the reported period:

	Date	Proportion of Share Capital Acquired	Nature of Consideration
ITR Holdings Limited and subsidiary companies ("ITR")	24th May 1982	100%	Cash
Coombe Hill Property and Investment Company Limited ("Coombe Hill")	31st December 1982	100%	Shares in Blick
Blick Engineering Limited ("Blick Engineering")	29th July 1983	100%	Shares in Blick
Blick Communications Limited ("Blick Communications")	8th February 1980 31st March 1981 29th July 1983	35% 14.95% 50.05%	Loan stock Cash Shares in Blick

The results of ITR have been consolidated from the date of acquisition. ITR's principal operating company is ITR International Time Limited.

The principles of merger accounting have been applied to the acquisitions of Coombe Hill and Blick Engineering, and therefore their results have been consolidated throughout the reported period.

Blick Communications was controlled by the directors of Blick for that part of the reported period prior to the acquisition by Blick of the share capital of Blick Communications in 1983. The business of Blick Communications has been closely related to that of the remainder of the Group and the results have therefore been consolidated throughout the reported period.

The ordinary results of businesses closed down or sold during the reported period, or which are to be sold, have been disclosed separately in the profit and loss account as discontinued activities. The ITR factory was closed in January 1983, and Radio Link Limited and Colman Limited were sold in January 1985. Coombe Hill has contracted to sell its investment property, conditional only upon the admission of Blick's shares to the Official List of the Stock Exchange. The investment property has not been depreciated, but has been revalued with the surplus taken to the revaluation reserve.

II Accounting Policies

The significant accounting policies adopted in preparing the consolidated financial information set out below are as follows:

Accounting Convention

The financial information has been prepared under the historical cost convention, modified by the revaluation of certain freehold and long leasehold land and buildings.

Consolidation

The financial information consolidates the financial statements of Blick and all of its subsidiaries, made up to 30th September each year and to 31st March 1986, as described in 'Composition of the Group' above.

Goodwill

Purchased goodwill, including goodwill arising on consolidation, is written off directly to reserves on acquisition.

Equipment on Rental

Those leases whose primary period covers substantially the whole of the useful life of the equipment, normally for nine years or a longer period, are classified as finance leases. All other leases are classified as operating leases. Income from operating leases and from maintenance is recognised as it arises. Where such income is invoiced in advance, the proportion relating to future periods is carried forward as deferred income.

Finance Leases

Equipment leased under finance leases is deemed to be sold at normal end user selling prices (Gross Retail Selling Prices), which value is included in turnover at the inception of the lease. Income from finance lease rents (after deducting the proportion attributable to maintenance) is recognised over the primary period of the lease so as to give a constant rate of return on the investment in the lease. The return is recalculated each year on the basis of the actual rents received and future rents due, without taking any account of future escalations which may become contractually due. Provision is made for the expected level of unrecovered losses on early termination.

Operating Leases

Equipment leased under operating leases, normally for seven years or a shorter period, is capitalised at its purchase or production cost, including installation costs. The equipment is depreciated to a residual value in equal amounts over the expected useful economic life of the equipment, being normally seven years.

Initial direct costs, including attributable overheads, incurred in setting up rental agreements are carried forward as deferred costs and amortised over the primary period of the operating leases. Where a rental agreement is terminated before its full term, any residual deferred costs are written off in that year.

Transactions as Lessee

Back-to-back Leasing

Certain equipment on rental to customers under operating leases is financed by back-to-back finance leasing arrangements. This equipment is capitalised, as described under 'Operating Leases' above, at its original cost, and the corresponding amounts due to the lessor, for which Blick is contractually liable, are shown as obligations under finance leases.

The total interest payable under finance leases is allocated to accounting periods so as to produce a constant periodic rate of charge on the outstanding balance of the obligation in each period.

Hire Purchase Transactions

Assets held under hire purchase contracts of a financing nature are capitalised and the rentals payable are apportioned between a finance charge and a reduction in the net obligation, recorded as a liability, for future amounts payable.

Other Finance Leases

Leasing charges in respect of motor vehicles used by the Group under finance leasing arrangements have been charged against the profit and loss account each year. Such leases are not capitalised.

Tangible Fixed Assets

Tangible fixed assets, other than equipment on rental, are depreciated over their estimated useful economic lives in equal annual instalments at the following rates per annum:

	Not depreciated
Freehold land	2%
Freehold buildings	Over the remaining period of the lease
Leasehold improvements	25%
Motor vehicles	25%
Plant, machinery, fixtures and fittings	10% to 20%

Stocks

Stocks, including work-in-progress, are stated at the lower of cost and net realisable value. Cost includes direct labour and attributable overheads as appropriate.

Deferred Taxation

Deferred taxation is provided using the liability method to the extent that the liability is expected to arise in the foreseeable future.

Foreign Currency Transactions

Transactions denominated in foreign currencies are translated into sterling and recorded at the rate of exchange ruling at the date of the transaction. Balances denominated in a foreign currency are translated into sterling at the exchange rate ruling at the balance sheet date. All exchange differences are taken to the profit and loss account as they arise.

Research and Development

Research and development expenditure is written off in the period in which it is incurred.

III Consolidated Profit and Loss Accounts

Notes	Year ended 30th September					Six months ended 31st March
	1981 £000	1982 £000	1983 £000	1984 £000	1985 £000	1986 £000
Turnover	6,182	7,027	9,218	10,511	13,440	7,012
Cost of sales	(3,610)	(4,083)	(4,672)	(5,766)	(7,552)	(3,754)
Gross profit	2,572	2,944	4,546	4,745	5,888	3,258
Other operating costs (net)	(2,019)	(2,145)	(2,788)	(3,042)	(3,652)	(1,757)
Interest payable (net)	(285)	(285)	(345)	(235)	(1,321)	(54)
Profit on continuing ordinary activities before exceptional items	466	(195)	1,067	1,380	1,819	1,378
Exceptional items	—	—	—	—	(155)	—
Ordinary profit/(loss) on discontinued activities	19	(709)	(147)	(59)	(52)	(25)
Profit/(loss) on ordinary activities before taxation	485	(890)	920	1,321	1,612	1,353
Tax on profit/(loss) on ordinary activities	(34)	—	(154)	(57)	(52)	(41)
Profit/(loss) on ordinary activities after taxation	451	(890)	766	1,264	1,560	1,312
Extraordinary items after taxation	—	(365)	(255)	(57)	56	—
Profit/(loss) for the financial period	451	(890)	511	1,207	1,616	1,312
Dividends declared	(75)	—	(100)	(150)	(200)	(200)
Transferred to/(from) reserves	353	(690)	658	698	1,063	765
Earnings/(loss) per share	2.32p	(1.05p)	4.91p	4.33p	6.60p	5.19p

IV Consolidated Balance Sheets

	30th September					31st March
	1981 £000	1982 £000	1983 £000	1984 £000	1985 £000	1986 £000
Fixed assets - Tangible assets	1,033	2,582	2,776	2,868	3,038	3,282
Current assets - Stocks	1,385	1,977	1,747	2,468	2,922	3,009
Net investment in finance leases	1,200	1,320	1,591	1,963	2,668	2,386
Debtors	1,800	2,624	2,604	2,891	3,002	3,163
Cash at bank	5	86	6	10	9	57
Debtors	4,390	6,007	5,948	7,331	8,601	9,123
Creditors (amounts falling due within one year) - Bank loans and overdrafts	(335)	(759)	(651)	(462)	(1,018)	(195)
Deferred income	(622)	(1,130)	(1,161)	(1,194)	(1,044)	(1,942)
Trade and other creditors	(2,087)	(3,008)	(2,684)	(3,743)	(3,410)	(3,494)
	(3,044)	(4,845)	(4,496)	(5,389)	(5,472)	(5,224)
Net current assets	1,346	1,062	1,452	1,948	3,128	3,834
Total assets less current liabilities	2,379	3,644	4,228	4,816	6,166	7,086
Creditors (amounts falling due after more than one year) - Bank loans	(240)	(1,000)	(904)	(800)	(942)	(642)
Other creditors	(615)	(838)	(683)	(667)	(464)	(508)
	(855)	(1,838)	(1,587)	(1,467)	(1,406)	(1,150)
Provision for liabilities and charges	—	—	(283)	(667)	(685)	(685)
	1,523	1,806	2,358	2,982	4,175	5,111
Capital and reserves - Called up share capital	100	100	100	100	100	100
Revaluation reserve	—	783	838	827	1,021	1,182
Profit and loss account	1,423	783	1,332	1,961	3,055	3,829
	1,523	1,806	2,358	2,982	4,175	5,111

V Consolidated Statements of Source and Application of Funds

	Year ended 30th September					Six months ended 31st March
	1981 £000	1982 £000	1983 £000	1984 £000	1985 £000	1986 £000
Funds generated from/ (absorbed by) operations	466	(195)	1,067	1,380	1,819	1,378
Profit/(loss) on ordinary activities before taxation	466	(195)	1,067	1,380	1,819	1,378
Extraordinary items excluding taxation	—	(365)	(5)	(71)	61	—
Net adjustments for items not involving the movement of funds: fixed assets and deferred costs	873	1,187	770	749	940	483
Total funds generated from operations	1,339	597	1,832	2,058	2,820	1,861
Corporation tax paid	(41)	(34)	—	(64)	(123)	(119)
Net funds generated from operations	1,298	563	1,832	1,994	2,697	1,742
Application of funds: Tangible assets acquired (excluding equipment on rental)	215	1,435	359	334	324	152
Disposal proceeds	(58)	(78)	(117)	(25)	(43)	—
Investment in operating leases	487	374	368	246	336	182
Investment in finance leases	276	273	800	593	964	414
Goodwill acquired	20	50	—	—	—	—
	940					

VI Notes to the Financial Information

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
1. Turnover						
Analysis by category of turnover						
Equipment sales:						
Time recording	1,728	2,158	2,778	2,979	3,719	2,043
Other	485	370	355	883	2,943	1,257
Other	563	440	547	818	432	288
Sale value of equipment based under finance leases	276	273	800	983	964	414
Maintenance and other income	3,052	3,241	4,381	5,283	6,078	4,002
Rental income from finance and operating leases	1,501	2,109	2,990	3,270	3,107	1,892
	1,629	1,677	1,947	1,958	2,255	1,318
	6,192	7,027	9,218	10,511	13,440	7,012
Costs						
Costs:						
Finance leases	638	623	715	858	1,055	628
Operating leases	1,090	1,030	1,110	1,086	1,196	672
	1,598	1,653	1,825	1,944	2,211	1,300
Analysis by geographical market:						
United Kingdom			8,563	9,515	11,703	6,031
Western Europe			438	385	1,135	701
Other markets			197	310	802	280
			8,218	10,511	13,440	7,012

The above categories of turnover comprise one class of business. Consequently no analysis is shown of the profit before taxation by category of turnover or geographical market.

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
2. Other Operating Costs (Net)						
Administrative costs	1,873	1,823	2,389	2,618	3,154	1,491
Distribution costs	146	220	409	458	542	302
Other operating income			(10)	(35)	(40)	(36)
	2,019	2,145	2,788	3,048	3,656	1,757

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
3. Interest Payable (Net)						
Bank loans and overdrafts	124	201	195	173	217	106
Back-to-back finance leases	39	41	31	20	7	1
Other purchase loans	11	8	25	21	13	12
Other	51	59	112	52	12	4
	225	309	363	266	249	123
Interest receivable		(24)	(17)	(28)	(53)	(29)
	225	285	346	238	196	94

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
4. Profit on Continuing Ordinary Activities						
Profit on continuing ordinary activities is stated after charging:						
Wages and salaries	1,789	1,757	2,528	3,249	4,081	1,914
Directors' emoluments	142	138	159	198	305	119
Depreciation and amortisation	293	389	367	399	492	250
Attorneys' remuneration	22	32	38	57	50	29
Hire of office equipment, motor vehicles	365	475	622	517	609	245

5. Exceptional Items
The exceptional items comprise:
1981 (profit on the sale of equipment at customers' premises on rental under leasing contracts and of the benefits and obligations of the related contracts)
1983 (pension contribution in respect of past service of the Chairman)

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
6. Ordinary Profit/(Loss) on Discontinued Activities						
The ordinary results of discontinued activities comprise:						
a) Results of Radio Link Limited and Colnium Limited	19	(60)	3	(33)		
b) Results of operating the factory of ITR until date of closure		(655)	(128)			
c) Results of Coombe Hill		(3)	(22)	(26)	(52)	(29)
	19	(709)	(147)	(59)	(52)	(29)

a) Radio Link Limited and Colnium Limited, which together provided a message handling service to subscribers, were sold in January 1985.
b) Black acquired ITR in May 1982 and closed its factory in January 1983.
c) Black has contracted to sell the investment property owned and managed by Coombe Hill, conditional only upon the admission of Black's shares to the Official List of the Stock Exchange; when this property has been sold Black's investment property activities will cease.

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
7. Tax on Profit/(Loss) on Ordinary Activities						
The tax charge comprises:						
UK Corporation Tax			190	241	510	427
Deferred Taxation			32	345	82	(14)
Advance Corporation Tax	34		(69)	(11)		
	34		154	575	592	413

The amount of potential deferred taxation arising in each year but not provided as part of the tax on profit/(loss) on ordinary activities is as follows:

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
Deferred Taxation not provided	15	175	14		79	81

The charges for 1981 and 1983 were reduced by approximately £145,000 and £350,000 respectively by the utilisation of tax losses and, in 1983, the recovery of advance corporation tax previously written off.

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
8. Extraordinary Items after Taxation						
The extraordinary items comprise:						
a) Fixed assets written off in closure of the ITR factory		(395)				
b) Provision against claim outstanding against the vendors of ITR and the surplus arising on settlement of the claim			(46)		40	
c) Provision for deferred taxation consequent upon the Finance Act 1984			(250)			
d) Loss on the disposal of Radio Link Limited and Colnium Limited				(71)		
e) Gains on the disposal of properties			41		21	
		(395)	(255)	(71)	61	
		(395)	(255)	(71)	61	
Taxation credit/(charge)						
		(395)	(255)	(57)	58	

9. Dividends
The total dividends per share declared in each year were as follows:

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
Dividends per share	0.4p		0.5p	0.8p	1.1p	1.1p

The dividends per share is based on the 18,600,000 shares in issue immediately prior to the Offer for Sale.

10. Earnings/(Loss) Per Share
The calculation of earnings per share is based on the profit or loss on ordinary activities after taxation and on the 18,600,000 shares in issue immediately prior to the Offer for Sale.

	30th September 1985			31st March 1986		
	Cost or Valuation	Accumulated Depreciation	Net Book Value	Cost or Valuation	Accumulated Depreciation	Net Book Value
	£000	£000	£000	£000	£000	£000
Freehold land and buildings	1,412	62	1,350	1,475		1,475
Long leasehold investment property	550		550	600		600
Leasehold improvements	130	47	83	140	53	87
Equipment on rental	891	450	441	869	435	434
Plant, equipment and vehicles	1,182	568	614	1,324	668	656
	4,165	1,127	3,038	4,408	1,156	3,252

The freehold land and buildings are stated at a valuation by D.E. & J. Levy, Surveyors, Valuers and Property Consultants, of 130 Jermyn Street, London SW1Y 4UL dated 14th April 1986. The value ascribed to the long leasehold investment property is equal to the agreed sale price and is based on professional valuations dated 6th May 1986.

	30th September 1985		31st March 1986	
	£000	£000	£000	£000
Raw materials	689	506	672	506
Work-in-progress	894	1,619	1,831	1,831
Finished goods		2,922		3,009

	30th September 1985		31st March 1986	
	£000	£000	£000	£000
Amount falling due within one year	95	106	106	106
Amount falling due in more than one year	2,572	2,280	2,280	2,280
	2,668	2,386	2,386	2,386

	30th September 1985		31st March 1986	
	£000	£000	£000	£000
Trade debtors	2,409	2,480	2,480	2,480
Deferred costs in respect of operating leases	371	370	370	370
Other debtors and prepayments	222	313	313	313
	3,002	3,163	3,163	3,163

	30th September 1985			31st March 1986		
	Bank Loans	Bank Overdrafts	Total Finance	Bank Loans	Bank Overdrafts	Total Finance
	£000	£000	£000	£000	£000	£000
Repayable within 1 year	158	860	1,018	158		158
Repayable between 1 and 2 years	58		58	58		58
Repayable between 2 and 5 years	175		175	175		175
Repayable in more than 5 years	409		409	409		409
	800	860	1,660	800		800

Bank loans totalling £800,000 are secured by a mortgage over the Group's premises in Swindon and by fixed and floating charges over the properties and assets of Black and its subsidiaries.

	30th September 1985		31st March 1986	
	Due within 1 year	Due in more than 1 year	Due within 1 year	Due in more than 1 year
	£000	£000	£000	£000
Other loans	154	24	110	14
Trade creditors	1,405		1,155	
Payments received on account	343		284	
Hire purchase and finance lease obligations	92	144	17	19
Corporation tax	305	296	495	475
Other taxes and social security	420		550	
Accruals	841		583	
Dividends	50		200	
	3,410	464	3,494	508

17. Provision for Liabilities and Charges
The provision for liabilities and charges comprises deferred taxation as follows:

	30th September 1985		31st March 1986	
	Provided	Not provided	Provided	Not provided
	£000	£000	£000	£000
Accelerated capital allowances	623	383	838	464
Other timing differences	(96)		(95)	
Recoverable advance corporation tax	(21)		(82)	
	775	383	700	464
Capital gain on disposal of properties at their net book value	110	136	125	175
	885	519	825	639

18. Share Capital
At 30th September 1985 and 31st March 1986 the authorised, called up and fully paid share capital of Black was one million 10p ordinary shares.

	Year ended 30th September					Six months ended
	1981	1982	1983	1984	1985	31st March
	£000	£000	£000	£000	£000	£000
19. Reserves						
Revaluation Reserve brought forward			763	939	927	1,021
Surplus arising on revaluation of properties investment property other properties			186		215	50
Deferred tax provided on revaluation surpluses arising on investment property					(110)	(15)
Transfer to retained profits for depreciation charged on revalued properties			(11)	(11)	(11)	(5)
Carried forward			763	938	1,021	1,186
Profit and Loss Account brought forward	1,080	1,423	783	1,352	1,981	3,055
Retained profit/(loss) for the period	353	(580)	558	599	1,083	765
Goodwill written off Transfer from revaluation reserve	(20)	(50)				
Carried forward	1,423	783	1,352	1,961	3,055	3,825

20. Capital and Financial Commitments and Contingent Liabilities
Capital Commitments
At 31st March 1986, Black had authorised but not contracted for capital commitments of £106,000.

	Year ended 30th September				
	1981	1982	1983	1984	1985
	£000	£000	£000	£000	£000
Financial Commitments					
a) At 31st March 1986, the Group had annual commitments under non-cancellable operating leases, and commitments under finance leases for motor vehicles, as follows:					
Operating leases - land and buildings (the majority of leases expire in more than five years)					108
Net obligations under finance leases, payable as follows:					
within 1 year					243
between 1 and 2 years				</	

(requiring disclosure of interests in shares), has failed to supply the Company with the requisite information within 28 days after service of any such notice (or such longer period as is specified in the notice) and has failed to rectify such default within 14 days after service of a further notice requiring him so to do.

(b) Variation of Rights
The rights attached to any class of shares may be varied or abrogated (a) in such manner (if any) as may be provided by such rights or (b) in the absence of any such provisions, either with the consent in writing of the holders of at least three-fourths of the nominal amount of the issued shares of that class or with the sanction of an extraordinary resolution passed at a separate meeting of the holders of the issued shares of that class. Every such separate meeting shall be convened and conducted in all respects as nearly as possible in the same way as an Extraordinary General Meeting of the Company, but no member, other than a Director or a holder of the shares of the class in question, shall be entitled to notice thereof or to attend thereat and the necessary quorum at any such meeting other than an adjourned meeting shall be two persons holding or representing by proxy at least one-third in nominal value of the issued shares of the class in question. At an adjourned meeting one person holding shares of the class in question present in person or by proxy shall be a quorum.

(c) Alteration of Share Capital
(i) The Company may by ordinary resolution increase its share capital, consolidate its shares or any of them into shares of a larger amount, convert any fully paid up shares into stock of the same class and cancel any shares not taken or agreed to be taken by any person and sub-divide its shares, or any of them, into shares of a smaller amount.
(ii) The Company may, by special resolution, reduce its share capital, any capital redemption reserve and any share premium account in any manner authorised by law.

(d) Transfer of Shares
The instrument of transfer of a share may be in any usual common form or in any other form which the Directors may approve, and shall be signed by or on behalf of the transferor and, in the case of a transfer of a partly paid share, by the transferee. The Directors may, in their absolute discretion and without giving any reason, refuse to register the transfer of a share which is not fully paid or in respect of which the Company has a lien or which is in respect of more than one class of shares. The Directors may also refuse to register any transfer of shares in favour of more than four joint holders.

(e) Directors
(i) Unless otherwise determined by the Company in general meeting, the number of Directors shall be not less than two and there shall be no maximum number.

(ii) The Directors shall not be required to hold any qualification shares.
(iii) The Directors shall be paid out of the funds of the Company by way of fees for their services as directors an aggregate annual sum not exceeding £50,000, together with such additional fees (if any) as may be determined from time to time by the Company in general meeting, and such fees and additional fees shall be divided between the Directors as they may agree or, failing agreement, equally. The Directors shall be entitled to be paid all reasonable expenses incurred by them in or about the performance of their duties as Directors.

(iv) A Director, who at the date of his appointment is a director or other officer, servant or member of any company, may continue to be a director or other officer, servant or member of any such company or may, after his appointment as a Director, become a director or other officer, servant or member of (a) any company with the consent of the Board of the Company or (b) any company promoted by the Company or in which the Company may be interested as a vendor, shareholder or otherwise, and no such Director shall be accountable to the Company for any remuneration or other benefits received or receivable thereby from such other company.

(v) A Director may enter into or be directly or indirectly interested in any contract, arrangement, transaction or proposal with the Company and may hold an office or place of profit under the Company in conjunction with the office of Director (except that of Auditor) and may act in a professional capacity for the Company, and in any such case on such terms as to remuneration and otherwise as the Directors may arrange.

(vi) Save as otherwise provided in the Articles, a Director shall not vote or be counted in the quorum present on any motion in respect of any contract, arrangement, transaction or any other proposal whatsoever in which he has any material interest (otherwise than by virtue of his interests in shares or debentures or other securities of or otherwise in or through the Company). This prohibition does not apply, inter alia, to:

(A) the giving of any security or indemnity to him in respect of money lent or obligations incurred by him at the request of or for the benefit of the Company or any of its subsidiaries;

(B) the giving of any security or indemnity to a third party in respect of a debt or obligation of the Company or any of its subsidiaries for which the Director has assumed responsibility in whole or in part under a guarantee or indemnity or by the giving of security;

(C) any proposal concerning an offer of shares or debentures or other securities of the Company or any of its subsidiaries for subscription or purchase in which offer he is or is to be interested as a participant in the underwriting or sub-underwriting thereof;

(D) any contract, arrangement, transaction or other proposal concerning any other company in which he is directly or indirectly interested, whether as an officer or shareholder or otherwise howsoever, provided that he is not the holder of or beneficially interested in one per cent. or more of any class of the equity share capital of such company (or of a third company through which his interest is derived) or of the voting rights available to members of the relevant company;

(E) any contract, arrangement, transaction or other proposal concerning the adoption, modification or operation of a superannuation fund or retirement benefits scheme under which he may benefit and which either relates to both employees and Directors or has been approved by or is subject to and conditional upon approval by the Board of Inland Revenue for taxation purposes and does not accord to any Director as such any privilege or advantage not accorded to the employees to which such scheme or fund relates;

(F) any contract, arrangement, transaction or proposal concerning the adoption, modification or operation of any scheme for enabling employees, including full time executive Directors of the Company and/or any subsidiary, to acquire shares or any arrangement for the benefit of any employees of any of its subsidiaries under which the Director benefits in a similar manner to employees.

(vii) The Company may by ordinary resolution suspend or relax the provisions described in sub-paragraph (vi) above in any extent or ratify any transaction not duly authorised by reason of a contravention thereof.

(viii) A Director shall be capable of being appointed or re-elected a Director despite having attained the age of 70 and shall not be required to retire by reason of his having attained that age.

(ix) At every annual general meeting, any Director who has been appointed by the Company since the date of the last annual general meeting, either to fill a casual vacancy or by way of an addition to their number, shall retire from office together with one-third of the other Directors for the time being. All retiring Directors shall be eligible for reappointment.

(f) Borrowing Powers
(i) The Directors may exercise all powers of the Company to borrow money and to mortgage or charge its undertaking, property and uncalled capital, or any part thereof and, subject to the provisions of the Companies Act 1985, to issue debentures and other securities.

(ii) The aggregate nominal or principal amount, together with any fixed or minimum premium payable on final repayment of all moneys borrowed (as such expression is defined in the Articles) borrowed by the Company and owing to persons outside the Group shall not, without the previous sanction of an ordinary resolution of the Company, exceed an amount equal to three times the aggregate of:-

(A) the nominal capital of the Company for the time being issued and paid up; and
(B) the amounts standing to the credit of the consolidated reserves of the Company and its subsidiaries, whether distributable or undistributable, and including (without limitation) share premium account, capital redemption reserve and profit and loss account as shown in a consolidated balance sheet of the Company as at the end of the financial year.

(g) Dividends and Distributions of Assets on Winding Up
Subject to any special rights or restrictions attaching to any shares or any class of shares issued by the Company in the future, the holders of the Ordinary Shares are entitled, pari passu amongst themselves, but in proportion to the amount paid up or, in the case of a liquidation only, which ought to have been paid up on the Ordinary Shares held by them, to share in the profits of the Company paid out as dividends and any surplus in the event of the liquidation of the Company.

(h) Unclaimed Dividends
All dividends, interest or other sums payable which are unclaimed for one year after having been declared may be invested or otherwise made use of by the Directors for the benefit of the Company until claimed. All dividends unclaimed for a period of 12 years after having been declared shall be forfeited and shall revert to the Company.

(i) Untraced Shareholders
The Company may sell any shares or stock of a member or person entitled on death or bankruptcy of a member if such person or member has not cashed warrants or cheques sent by the Company over a period of 12 years and the Company has, at the expiration of such period, given notice in certain newspapers and within a further period of three months, after giving such notice and other written notice to the Quotations Department of The Stock Exchange of its intention to sell such shares or stock, received no communication from the member or other person. The Company shall be obliged to account to the person entitled thereto for the proceeds of the sale.

8. Directors' and Significant Interests
(a) The interests in the issued share capital of the Company immediately following the Offer for Sale, as they will be required to be recorded in the Register of Directors' Interests maintained under the provisions of the Companies Act 1985 and disregarding any Ordinary Shares which the Directors and their families may purchase under the Offer for Sale and under the arrangements for employees described in paragraph 7 below will be as follows:-

Table with columns: Name, Beneficial Number, Beneficial Per cent., Non-beneficial Number, Non-beneficial Per cent. Rows include A C Elliot, T W Elliot, M Odeley, J A Caldecott, G D MacIntosh, I H Scott-Gall, I Watkins.

As a result of Alan Elliot and Tara Elliot being trustees and/or beneficiaries of the same trusts in respect of certain family interests and/or both being deemed to be interested in the Shares held for the benefit of their infant children, their respective interests in Ordinary Shares shown in the table above contain a degree of duplication.

Following the Offer for Sale, the Directors' beneficial interests in Ordinary Shares will amount in aggregate to 51.1 per cent of the issued share capital (disregarding any Ordinary Shares which the Directors and their families may purchase under the Offer for Sale and under the arrangements for employees described in paragraph 7 below). It is intended that, upon the implementation of the employee share option scheme, options over not more than 300,000 Ordinary Shares will be granted to certain executive Directors.

Alan Elliot's family trusts are selling in the Offer for Sale only 1,078,800 Shares out of a total shareholding of Alan Elliot and his immediate family interests of 10,818,598 Shares and, subsequent to the Offer for Sale, Alan Elliot and such interests will retain 47.7 per cent. of the enlarged issued share capital of the Company.

Alan Elliot, as a trustee of certain trusts in which he has no beneficial interest, will (together with his co-trustees) be applying for not more than 30,000 Ordinary Shares in the Offer for Sale.

Fenchurch Nominees Limited, which holds, as security for a loan advanced by Kleinwort Benson to Alan Elliot, 3,720,000 Ordinary Shares and which will continue to hold such Shares immediately following the Offer for Sale, is a wholly-owned subsidiary of Kleinwort Benson. All these Shares are beneficially owned by Alan Elliot.

No Director has any beneficial interest in shares in any of the Company's subsidiaries.

(b) On 27th May 1986, Alan Elliot purchased from Anglo-Scottish 310,000 Shares at a 2 per cent. discount to the Offer Price. The discount consisted in respect of such Shares by Anglo-Scottish reflected the absence of an underwriting commission.

(c) Andrew Caldecott is a director of Kleinwort, Benson, Lonsdale plc, whose wholly-owned subsidiary, Kleinwort, Benson, will be receiving a fee in connection with the Offer for Sale (as disclosed in paragraph 13 below).

(d) Ibis Securities Limited, a company in which Colin MacIntosh holds 27 per cent. of the issued share capital, is a licensed dealer in securities and is sub-underwriting 100,000 Offered Shares (1.37 per cent. of the Offered Shares) on the usual terms for a commission of 14 per cent. of the Offered Shares sub-underwritten by it.

(e) There are no outstanding loans granted by any member of the Group to any of the Directors nor any guarantees provided by any member of the Group for the benefit of any of the Directors.

(f) Save as disclosed above and in paragraph 11 below, there are no contracts in which any Director has a material interest.

(g) Save as disclosed above, the Directors are not aware of any person (other than the Directors) whose holding, immediately following the Offer for Sale, will represent five per cent. or more of the Company's issued share capital or of any other persons who, directly or indirectly, jointly or severally, exercise or could exercise control over the Company.

(h) Save as disclosed above and in paragraph 11(i) below, no Director has any interest in any transaction which is of an unusual nature, contains unusual terms or which is significant to the business of the Group and which was effected by the Company during the current or immediately preceding Financial Year and which remains in any respect outstanding or unperformed.

6. Directors' Remuneration and Service Agreements
(a) The aggregate remuneration and benefits in kind granted to the directors during the year ended 30th September 1985 amounted to £480,000 (including the exceptional pension contribution of £155,000 referred to in sub-paragraph (c) below) and are estimated to amount to £258,000 during the year ending 30th September 1986.

(b) There are no existing or proposed service agreements for Directors which are not determinable by the employing company within one year without payment of compensation (other than statutory compensation), save for the following:

Table with columns: Name, Annual salary, Bonus (Financial Year 1986), Annualised Bonus. Rows include M Odeley, I H Scott-Gall, I Watkins.

Conditional on the achievement of the forecast profit on ordinary activities before tax of £2.85 million, Messrs. Odeley, Scott-Gall and Watkins will receive, as bonus, the stated percentages of Group consolidated profit on ordinary activities before Directors' bonuses and tax. The annualised bonus assumes that profit on ordinary activities before tax and after bonuses for the year ended 30th September 1986 will be £2.85 million.

If the forecast profit for Financial Year 1986 is not achieved, the amount of the shortfall will be apportioned between the profit sharing Directors pro rata to their respective percentage shares of the net profits, and their bonuses (but not salaries) will be reduced accordingly.

From 1st October 1986, Messrs. Odeley, Scott-Gall and Watkins will be entitled to a half-yearly bonus conditional upon the achievement of such level of earnings as shall be determined by the Board of Directors and to be calculated by reference to earnings per Share.

All the above service agreements are with the Company and are conditional upon the share capital of the Company, issued or to be issued, being admitted to the Official List of the Stock Exchange on or before 9th June 1986 or such later date as may be agreed. Subject thereto, they shall commence with effect from 1st May 1986 and are for a minimum period of three years from that date, subject to termination on or at any time after 1st May 1988 by eighteen months' prior written notice by either party. In addition, the service agreements provide for an annual salary review on 1st January each year.

(c) A contribution of £185,000 to the Company's pension fund was charged in the accounts of the Company during Financial Year 1985 in respect of the past service of the Chairman. The purpose of this contribution was to ensure that the pension fund would be fully funded.

7. Employee Share Option Scheme
(a) On 28th April 1986 the Company adopted an employee share option scheme (the "Scheme"), which has been approved by the Inland Revenue under the provisions of the Finance Act 1984. The principal terms of the Scheme are summarised below, but this summary does not affect the interpretation of the full and detailed rules (the "Rules") of the Scheme, copies of which are available for inspection in accordance with paragraph 17 below.

(b) Under the terms of the Scheme, the Directors may at their discretion issue invitations to apply for options to acquire Ordinary Shares to any full time Director (being one who is required to devote not less than 25 hours per week to the service of the Group) or to any employee who is required to devote not less than 20 hours per week to the service of the Group. No monetary consideration is payable for the grant of an option. An option is not transferable.

(c) The price payable by a grantee on the exercise of his option will be determined by the Directors but will be not less than the market value of the relevant number of Shares on the date of grant. The price payable shall not be less than the nominal value of such Shares.

(d) The number of Ordinary Shares in respect of which options may be granted under the Scheme may not in aggregate exceed the lesser of 2,700,000 Shares (subject to adjustment in the event of a variation of the Company's capital) and 10 per cent. of the Ordinary Share capital of the Company in issue from time to time. At the date of this document, it is intended to invite certain Directors (all executive), all managers and all those employees with five years' service to apply for options over a total of not more than 2,000,000 Shares at the Offer Price. No options have yet been granted over these Shares. The maximum value (at the acquisition price) of Shares over which any employee may be granted an option at any time shall not, when aggregated with the value (at their acquisition price) of Shares capable of being acquired by him on the exercise of options under the Scheme, exceed the greater of (a) £100,000 and (b) four times the higher of his PAYE earnings for the current or preceding year of assessment. In addition, the total amount for which Shares may be subscribed by any employee under the Scheme (and any other executive share option scheme adopted by the Company) shall not exceed four times the higher of his rate of annual remuneration and his actual remuneration for the last 12 months.

(e) In normal circumstances, an option may not be exercised before the third anniversary of the date of grant. An option may be exercised after the tenth anniversary of the date of grant. If an option holder dies, his personal representatives have the right to exercise the option within one year of the date of his death. If an option holder ceases to be employed by the Group, his option will lapse unless the Directors at their discretion decide otherwise.

(f) The Company shall apply to the Council for Shares issued on the exercise of any option to be admitted to the Official List. Save for any rights determined by reference to a date preceding the date of allotment, such Shares will rank pari passu with Shares in issue at the date of allotment.

(g) In the event of a rights issue or any consolidation or reduction of the capital of the Company, the Directors may, and, in the event of a capitalisation or sub-division of the Company, shall, adjust the number of Shares, the number of Shares subject to options, or the relevant acquisition prices as may be confirmed in writing by the auditors of the Company to be in their opinion fair and reasonable. In the event of a reconstruction, take-over or winding up of the Company, an option under the Scheme may be exercised within the period prescribed in the Rules.

(h) The Scheme may be amended by the Directors. However, when the Company's Shares are the subject of dealings on The Stock Exchange, no amendments to the advantage of participants may be made to the provisions concerning the persons eligible to participate, the consideration for the grant of an option, the basis of calculation of the option price, the total number of Shares available for the Scheme, the limits on individual participation, the periods during which options may be granted and exercised, the transferability of options, the rights attaching to Shares issued pursuant to options, the provisions relating to take-over, reconstruction and winding up and the variation of capital without the consent of shareholders (unless such amendment is necessary or desirable for tax reasons).

8. Properties
Details of the Group's properties are as follows:-

Table with columns: Address, Description, Tenure, Date of next rent review, Expiry, Office, Stores, Workshop, Annual rent as at 31st March 1986. Rows include Brick House, 8 Biddford Road, 7 Biddford Road, Henock Road, Grace Road, Grace Road, Grace Road.

Table with columns: Address, Description, Tenure, Date of next rent review, Expiry, Office, Stores, Workshop, Annual rent as at 31st March 1986. Rows include Grace Road, Unit 7, Metropolitan Centre, 2nd Floor, Part of 1st floor, Byron Street, Calverley House, 8 The Broadway, Unit 25, Baldo Industrial Estate, Albion House, Albion House.

Albion House is the Group's former offices. The Company occupies premises at York Street, Glasgow which comprise offices and stores and which are the subject of a lease which expired on 28th May 1986. A new lease is currently under negotiation.

9. Subsidiaries
Details of the Company's principal subsidiaries (all of which are incorporated in England and Wales) are given below. With the exception of ITR International Time Lume, the subsidiaries are directly held by the Company.

Table with columns: Company, Issued Share Capital (fully paid). Rows include Bick International Systems, Bick Communications, Bick Engineering, ITR Holdings Limited, ITR International Time Limited, Coombe Hill.

The registered offices of the subsidiaries referred to above are as follows:

Table with columns: Company, Address. Rows include Bick International Systems, Bick Communications, Bick Engineering, ITR Holdings Limited, ITR International Time Limited, Coombe Hill.

10. Working Capital
The Directors consider that, having regard to bank and other facilities available, the Group has sufficient working capital for its present requirements.

11. Material Contracts
The following contracts, not being contracts entered into in the ordinary course of business, have been entered into by the Company or by its subsidiaries in the two years immediately preceding the date of this document and are or may be material:

(a) An agreement dated 7th December 1984 between (1) Bick International Systems and (2) Alcatel whereby Bick International Systems was appointed exclusive distributor in the United Kingdom of the "716 Key System" supplied by Alcatel. The agreement, which is for a duration of approximately three years, is renewable on a yearly basis after agreement on sales targets but may be terminated by either party upon the giving of six months' notice, or by Alcatel, prior to any renewal of the agreement if sales targets are not achieved. The terms of the distributorship agreement relating to Alcatel's internal telephone equipment (which was entered into on 15th December 1981) are essentially identical save that a three month notice period is required for termination.

(b) An agreement dated 18th January 1985 between (1) the Company, (2) Bick International Systems and (3) Mobile Radio Communications Group Limited (the latter known as Sarpedel Electronics Limited) (Mobile) whereby the Company sold and Mobile acquired the entire issued share capital of Colum Limited and Radalink Limited and certain loans owed to Bick International Systems by Colum Limited and Radalink Limited for a total consideration of £100,000, of which £55,000 was paid in cash on completion and £45,000 was satisfied by the issue to Bick International Systems of 35,000 Redeemable Convertible Preference Shares of £1 each at a price of £1.28714 each.

(c) An agreement dated 28th September 1985 between (1) Bick Communications and (2) British Telecommunications plc whereby Bick Communications contracted to supply on-site radio paging equipment of a minimum value of £800,000 (exclusive of VAT) to British Telecommunications plc. The duration of the contract is from 1st October 1985 to 31st March 1987, but it may be extended upon agreement by both parties.

(d) An agreement dated 20th January 1986 between (1) the Company, (2) Bick International Systems, (3) Mobile and (4) Mobile Radio Communications Services Limited whereby Bick International Systems surrendered to Mobile the 35,000 Redeemable Convertible Preference Shares of £1 each allotted to it pursuant to the contract described in sub-paragraph (b) above in consideration of a waiver by Mobile of all claims under such contract (in particular, a claim against the Company in respect of cancellations of rental contracts prior to the date of completion).

(e) An agreement effective as of 1st April 1986 between (1) Cincinnati Time Recorder Company, ("Cincinnati") and (2) Bick International Systems whereby Bick International Systems was appointed exclusive distributor in the United Kingdom of time recording equipment (both electro-mechanical and electronic) supplied by Cincinnati. This agreement, which continues in full force and effect until terminated, may be terminated by either party in certain circumstances and by Cincinnati where Bick International Systems fails to meet sales targets.

(f) Two agreements, both dated 23rd May 1986, in respect of the sale of Coombe Hill's investment property, being:
i) an agreement between (1) Coombe Hill and (2) Alan Elliot whereby Coombe Hill agreed to grant and Alan Elliot agreed to take an undivided 1/2 Pavilion Road (including part of the basement of 43 Cadogan Square), London SW1 for 50 years at an annual rent of £500 on behalf of trustees for the benefit of Mr. and Mrs. Elliot and in his own right to purchase its completion for a total purchase price of £487,214 conditional upon Admission; completion to be on 11th June 1986.

ii) an agreement between (1) Coombe Hill and (2) the trustees of a settlement for the benefit of Mr. and Mrs. Alan Elliot's children for the sale and lease of the head leasehold interest in 140 and 142 Pavilion Road and 43 Cadogan Square, London SW1 for £210,000; completion to take place immediately following completion of the contract referred to in sub-paragraph (i) above.

(g) The Offer for Sale Agreement referred to in paragraph 13 below.

12. Taxation
General
The Directors have been advised that, following completion of the Offer for Sale, the Company should cease to be a close company within the meaning of the Income and Corporation Taxes Act 1970. Appropriate indemnities in respect of certain tax matters have been given pursuant to the Offer for Sale Agreement referred to in paragraph 13 below.

(b) Taxation of Dividends
The Company is not required to withhold tax at source but, when paying a dividend, the Company has to return to the Inland Revenue an amount of Advance Corporation Tax (ACT) at a rate which is related to the basic rate of Income Tax and is currently 1/25ths of the amount of the dividend paid.

For individual shareholders resident in the UK the ACT paid on any dividend is available as a tax credit. The credit will be equal to such proportion of the dividend as corresponds to the rate of ACT payable in respect of that dividend. The tax credit set off against the shareholder's overall Income Tax liability and, to the extent his total tax credits exceed his overall Income Tax liability, the shareholder may claim to have the excess paid to him by the Inland Revenue. A UK resident corporate shareholder will not normally be liable to UK Corporation Tax on any dividend received.

Whether holders of Shares who are resident in countries other than the UK are entitled to a payment from the Inland Revenue of a proportion of the tax credit in respect of dividends on such Shares depends in general upon the provisions of any double tax agreements which exist between such countries and the UK. Persons who are not resident in the UK should consult their own tax advisers on whether they are entitled to reclaim any part of the tax credit; the procedure for claiming payment of what relief or credit may be claimed in the jurisdiction in which they are subject to taxation.

The above comments are intended as a general guide to the current position. Any person who is in any doubt as to his taxation position should consult his professional adviser.

13. Offer for Sale Arrangements
By an agreement (the "Offer for Sale Agreement") dated 28th May 1986 between (1) the Company, (2) certain shareholders of the Company listed therein (the "Shareholders"), (3) the Directors, (4) the warrantors listed therein (the "Warrantors"), (5) Kleinwort Benson, (6) Fenchurch Nominees Limited, (7) Ibis Securities Limited and (8) ITR International Time Limited, only to the posting of letters of acceptance, to the admission of the Ordinary Shares of the Company to the Official List by not later than 9th June 1986) to purchase 5,982,200 in each case at a price of 144.06p per Share, and to offer all such Shares for sale to the public with preferential application rights for employees of the Group (as at 18th May 1986) and existing shareholders who are not selling shares in the Offer for Sale, on the terms set out in this document.

The Offer for Sale Agreement contains warranties given by the Warrantors in relation to, inter alia, the information contained in this document. In addition, the Warrantors have given indemnities to Kleinwort Benson and the Company in respect of certain tax matters including capital transfer taxes. The Warrantors in respect of certain tax matters, the prior written consent of Kleinwort Benson, dispose of any Ordinary Shares prior to the date of publication of the interim statement of the Company with the results of the sixth month period ended 31st March 1987.

The Company has agreed to pay all costs, charges and expenses of or incidental to the Offer for Sale, the reorganisation of the share capital referred to in paragraph 2(c) (ii) above and accordingly, valuation and legal expenses of the Company, the fees and expenses of the

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Receiving Bankers and the Registrars, the costs of printing, advertising and circulating this document and any other document in connection therewith, a fee to Kleinwort Benson...

Under the Offer for Sale Agreement, Kleinwort Benson will pay a commission to sub-underwriters of 1% per cent. of the Offer Price on the Shares being sub-underwritten.

Table with columns: Vendor, Number of ordinary shares. Lists various banks and their shareholdings.

14. Preferential Application Rights. Preferential consideration will be given to valid applications received on preferential application forms...

15. United States Securities Laws. The Offered Shares have not been and will not be registered under the United States Securities Act of 1933...

- 16. General. (a) Save as disclosed in paragraphs 2, 7, 11 and 13 above. (i) no share or loan capital of the Company or of any of its subsidiaries has been issued within the three years immediately preceding the date of this document...

- (i) Binder Hamlyn have given and have not withdrawn their written consent to the issue of this document with the inclusion herein of their report and of their letter relating to the profit forecast and with the references thereto and to their name, in the form and content in which such report, letter and references appear.

TERMS AND CONDITIONS OF APPLICATION

- (a) The contract resulting from each acceptance of an application will be conditional upon (i) the whole of the Ordinary Share capital of Blick plc issued and now being issued, being admitted to the Official List of The Stock Exchange...

- (ii) agree that, in consideration of Kleinwort Benson agreeing that it will not, prior to 9th June 1986, offer any of the Offered Shares to any person other than by means of the procedures herein referred to...

AVAILABILITY OF LISTING PARTICULARS AND APPLICATION FORMS

Copy of these Listing Particulars, which will be published in the Financial Times and The Times on Thursday 29th May 1986, can be obtained from the Registered Office of the Company and from: Kleinwort Benson Limited, 20 Fenchurch Street, London EC3P 3DB...

PROCEDURE FOR APPLICATION

- 1. Insert in Box 1 (in figures) the number of Ordinary Shares for which you are applying. Application must be for a minimum of 200 Ordinary Shares or in one of the following multiples: for not more than 2,000 Shares, in a multiple of 200 Shares...

APPLICATION FORM

Application form for Blick plc. Includes fields for name, address, signature, and amount payable. Contains instructions for completion.

BASIS OF ACCEPTANCE AND DEALING ARRANGEMENTS

The application list will open at 10.00 a.m. on Tuesday 3rd June 1986 and will close as soon thereafter as Kleinwort Benson may determine. The basis on which applications have been accepted will be announced as soon as practicable after the application list closes...

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BANKING & ACCOUNTANCY APPOINTMENTS

FINANCE IN INTERNATIONAL MARKETING:

Substantial career challenges for ambitious young

Part-Qualified Accountants

£10,000 to £13,800 + benefits

Effemex — the young, profitable and rapidly expanding International Division of the Mars Group — specialises in marketing the Group's well-known consumer products to over 100 countries worldwide, and plays a leading role in overseas market development and growth. We now have vacancies in our Finance Department for young, highly-motivated, part-qualified accountants who are keen to develop their management accounting experience and financial systems skills in a progressive and fast-moving international marketing environment. Prospects for career advancement within the division and within the Mars Group are excellent for suitable individuals.

Salaries are supplemented by both individual and company performance bonuses, and are backed by a comprehensive non-contributory benefits package including assistance with relocation if appropriate. Please apply, enclosing your cv, to Michael Pratt, EFFEMEX (An International Division of the Mars Group), 266 Bath Road, Slough, Berkshire SL1 4EB.



An International Division of the Mars group.

New opportunity for high profile, hi-tech, commercial accountant to come to the heart of the City's rapid evolution.

MANAGEMENT ACCOUNTANT

£25,000 negotiable + car

Computerisation gathers pace

- In preparation for 'big bang' the Stock Exchange is building and developing far reaching electronic information and communication systems.
- The electronic market floor — brings together market makers, broker dealers and the whole investment community.
- Computerisation in the securities industry is gathering pace — be on the leading edge at the frontiers of technology.

Your background and profile

- Qualified accountant (ACMA, ACA), likely to be in your 30's with senior level experience in commerce/industry or the financial sector.
- Hands on exposure, achieving results to tight deadlines using computerised accounting systems.
- Three way skills
 - Technically competent accountant
 - Good communicator.
 - Understanding of information systems and products.
- Maintenance of credibility is vital — you must be resilient, robust with a sense of humour.

Controlling change

- Key responsibility for key member of financial team.
- Creative control and strategic management accounting is required.
- Cash flow — financial viability of new systems in the market place.
- Providing management and financial accounting control/performance information in a form which is going to be most useful to management.
- Improving cost efficiency.

Career in the fast lane

- With exposure at all levels in the Stock Exchange and the City this is a genuine career opportunity.
- You will be given a high degree of responsibility and team building experience.
- Excellent fringe benefits including free travel.

Please reply with a full CV to Jennifer Gregson, Personnel Manager, The Stock Exchange, Old Broad Street, London EC2N 1HP. Tel: 01-588 2355, ext. 28123.

The Stock Exchange

Young Accountants... How much are you worth?

Salaries for newly qualified ACAs and ACMAs can range from £15,000 to £35,000. You may have wondered how much you could reasonably command on the open market or even whether you are being fairly remunerated in your current position. As a young and progressive recruitment consultancy specialising in the newly qualified area of the market we are able to provide you with a free and confidential assessment of your worth, given your experience and area of interest. Informed and independent career guidance is also freely available.

Simply complete and return the coupon below (or phone Eileen Davis on 01-930 7850) and we will send you a brief questionnaire. Upon receipt of this we will contact you with an estimate of your current market rate.

Name _____
 Address _____
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 Please send me an assessment questionnaire

Robert Walters Associates
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 66-68 Haymarket, London SW1Y 4RF
 Telephone: 01-930 7850

Young ACAs

highly visible career stepping stone

London

Highly prestigious and highly respected, our client is one of the largest financial groups. It offers excellent opportunities to ambitious Chartered Accountants aged mid/late 20s to make the transition from the Profession to Commerce.

You will join a high profile team undertaking operational reviews and appraisals of the group's activities, controls and information systems — a wide ranging brief which provides a thorough insight into the many facets of the group's business.

£18-25,000 + mortgage etc

The scale and diversity of its traditional and developing businesses provide stimulating career progression opportunities. These are development positions enabling you to enhance and demonstrate analytical and communication skills in a highly computerised environment and, working with management at all levels, make a recognisable contribution to financial control.

Please write with full career details or telephone David Tod BSc FCA quoting reference D/363/MB.



125 High Holborn London WC1V 6QA Selection Consultants 01-405 3499

AT A CAREER CROSSROADS?

Hill Samuel Investment Services Ltd requires Executive aged 35 - 50, with a background in industry, Commerce or the Professions, to be trained to offer a wide range of financial services to businessmen, professional intermediaries & individuals. Send CV to David Hill, Hill Samuel Investment Services Ltd, 1 Maddox St, London W1T 9NA or ring 01-434 4583.

MORGAN STANLEY INTERNATIONAL Controllers Department

Career Development Programme for outstanding University graduates

We are searching for a select few who have the intelligence, discipline and initiative to dedicate all of their skills and energy to pursuing a unique career in the international securities industry.

The role of the Controllers' Department is to provide timely and accurate information for monitoring the firm's financial performance and making important business decisions. The department is organised into business unit controllerships which maintain close, daily contact with each of the firm's major trading areas.

Our Programme Offers:

- An outstanding compensation programme. We offer a starting salary significantly above that which most graduates can obtain in other entry level positions. Thereafter we reward staff strictly according to performance and their ability to take on increasingly complex responsibilities.
- A means of establishing a high growth career in a challenging industry. We offer a significant amount of training in both accounting and in the securities industry, plus the opportunity to work with exceptionally talented securities industry and accounting professionals.
- The objective of the three year training programme is to produce professionals with practical accounting skills and the knowledge to use them as a tool to approach business problems.

Requirements:

Individuals selected for this programme will have performed with distinction during their academic careers and be anticipating an excellent university degree. Analytic and numerate skills are essential.

Please send a comprehensive C.V. and a covering letter in which you outline your reasons for applying for this programme.

Mrs. Lynn Hopping
 Morgan Stanley International
 Commercial Union Building
 1 Undershaft
 Leadenhall Street
 London E.C.3

'GREAT SUCCESS STORY' (FT AUGUST, 1984)

This was simply one of the accolades Sun Life Unit Services, then an associate company of Sun Life, received in August when it was announced that they were to be bought by the Sun Life Group.

'TRULY REMARKABLE UNIT TRUST PERFORMANCE' (TIMES APRIL, 1986)

'...no less than 8 of Sun Life's 11 funds are in the top 10 in their sector. The best performing fund, Sun Life Japan Growth shows a 93% rise over 10 months.'

Do you want to share in this success? Are you interested in working with this exciting company in the financial services field? Opportunities exist throughout the UK, possible earnings exceed £30,000 p.a. (Commission).

RING IAN KIRKWOOD ON 01 242 2222.



IMPERIAL CANCER RESEARCH FUND

PENSIONS MANAGER

required to head Pensions Department which administers our own contracted-out scheme covering 800 members. Responsibility for computerised records, accounting and investment systems.

An APMI or equivalent qualification is essential plus experience of pension fund law, regulations and procedures.

Salary range £13,500 to £17,000.

For further information and application form please write or telephone: Ms S M Hurley, Personnel Officer, Imperial Cancer Research Fund, Lincoln's Inn Fields, London, WC2A 3PX on 01-242 0200 ext. 2357 quoting ref: 91/86.

GENERAL APPOINTMENTS

MARKETING ENGINEER

Salary Negotiable + Car

The rapid expansion of Dowty Electronics Ltd has led to the creation of a new post at the International Defence Systems Division. Based in Watford, the prime task of this appointment will be to market the Divisions' capability in software to the UK MOD and Research Establishments.

The ideal candidate will have a thorough engineering background, educated to degree level in Electronics/Physics with practical experience in dealing with the Research Establishments. This experience need not have been gained in a pure sales/marketing role, but good communication skills with the right personality and a thorough knowledge of computing and software are essential. Preferred age group is 26-35 years old.

Please apply in writing with full CV to: Sue Moore, Dowty Electronics Ltd, Colonial Way, Watford, Hertfordshire WD2 4LA.



GROUP FINANCIAL CONTROLLER SOUTHAMPTON

Fox & Sons Ltd are residential and commercial estate agents, surveyors and valuers operating throughout Central and Southern England.

Royal Life has a 25% interest in the group which intends to continue its rapid expansion by acquisition and merger, with a view to a possible listing on the Stock Exchange.

The Financial Controller will be responsible to the Board of the holding company, and is required to take overall control of the finance function. In addition to the normal duties associated with the role, the candidate will be expected to participate in the further development of the group's expansion plans. He is unlikely to be aged under 35 and will be a Chartered Accountant with experience of multi-branch accounting, computerised management information techniques and treasury management. Success in carrying out these duties is likely to lead to the position of Group Finance Director.

Apart from an initial basic salary of c. £25,000 the remuneration package will reflect the seniority of the position to include share option scheme, pension and life assurance and a company car.

Interested applicants should write, including CV with salary history and daytime telephone number, quoting reference TT125 to:

RAWLINSON AND HUNTER
 PO Box 4SR, One Hanover Square, London W1A 4SR

FINANCIAL CONTROLLER

Mayfair - local head office which co-ordinates the activities of numerous businesses (retailing, financial services, catering, publishing, etc) seeks experienced accountant to put in systems and take control of all financial aspects. The company is expanding rapidly and offers exceptional prospects and terms to the right person. Immediate start.

01-405 0688 Ref: HF.

ASB ACCOUNTANCY ACCOUNTANT

A fast growing company requires someone capable of taking complete financial control. Supervisory experience is essential as is a responsible attitude and the desire and ability to grow with the company's undoubted future expansion.

Salary: £18,000 - £18,000 p.a.

Please telephone Alan J. R. Jacobs on 01-585 0661 or send cv to him at ASB Accountancy, 50 Fleet Street, London, EC4Y 1BE.

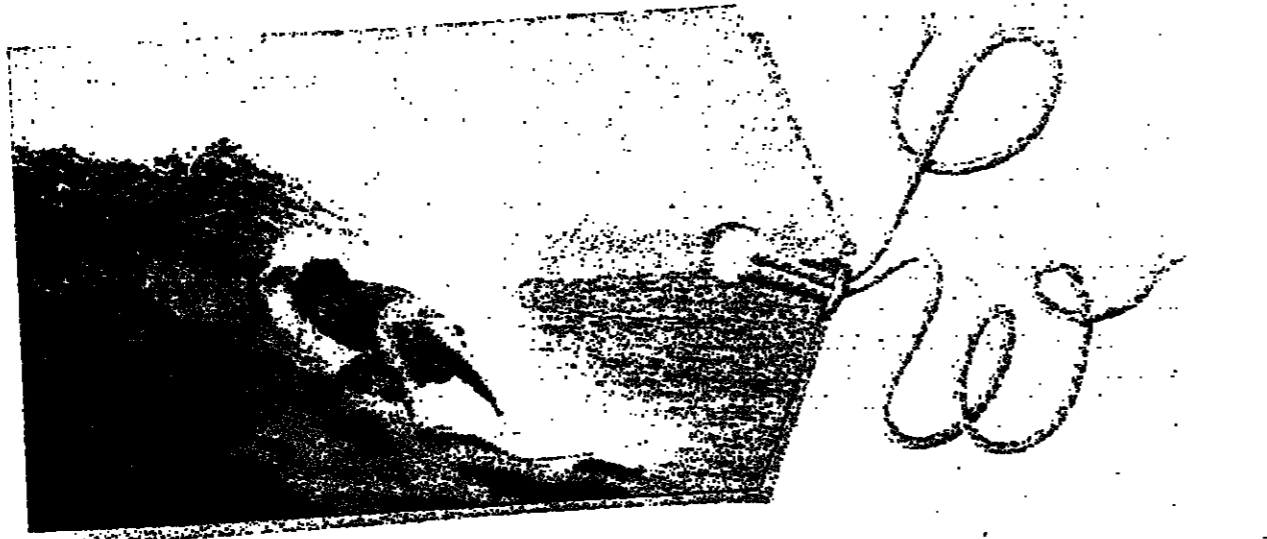
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BANKING & ACCOUNTANCY

SUPER SECRETARIES

Destination Australia

Audit, Accounting Services and Tax Specialists Qualified or near to Qualification



New challenges in a country of exciting growth. That's what Price Waterhouse is offering audit, accounting-services and tax specialists in various locations throughout Australia.

We've always been a firm that places great importance on international experience—the type of experience you can obtain in Australia with its expanding business interests will give your career that extra cutting edge.

You'll work with us on major clients, across a broad range of activities, so you'll be expected to perform at a very high level. First, you must be a qualified chartered accountant or finalist and for the audit senior positions in particular, you should have already worked for one of the larger UK firms. Our tax positions are no less demanding and call for experience in financial planning, advising on tax legislation as well as an interest in corporate planning.

The variety of assignments we offer, together with our special emphasis on training and CPE, will ensure that your progress is rapid if you are prepared to make the commitment to succeed.

Initial contracts are for two years, and the package is generous. This means highly competitive salaries and benefits including air fares, settling-in allowance and annual leave entitlement.

A representative from our Australian firm will be in London early in June to interview short-listed applicants. So if you'd like to know more, please contact John Thompson at Price Waterhouse.

John Thompson,
Price Waterhouse,
Southwark Towers,
32 London Bridge Street,
London SE1 9SY.
Telephone: 01-407 8989.

Price Waterhouse

IF YOU'RE NOT ON THE REGISTER YOU MAY AS WELL BE INVISIBLE

Hall-Mark is the only appointments register which specialises solely in Accountants and Financial Managers. We have a constant demand from our clients throughout the U.K. — some of them the best known names in the country — for young, talented, ambitious accountants. The positions are rarely advertised and consequently if you are not on the register you can't be considered for them.

What do you have to do? Very little. Just complete and return the coupon and we'll send you a detailed and confidential form and as soon as you send it back you go straight onto the register. That's it.

Hall-Mark Appointments Register, London House, 271-273 King Street, London W6 9LZ. Tel: 01-741 8011/01-748 3444 (24 hrs). Prestel 013903873.

ACCOUNTANT

Required for small but active London/Shipping Insurance Brokers. Post fixture experience an advantage. Responsible position with attractive salary. Telephone for appointment: 01-481 2173.

SALES & MARKETING

BOTTOM RUNG

of your career ladder? We have plenty of opportunities for the young graduate (young graduate type) who wishes to use their lively enthusiastic personality to sell advertising space. Top London publishing companies will give you first class training, excellent promotional prospects and a salary of over £10,000 pa. If 20-25 years old.

Fiona Maddy or Rachelle Tamman and convince us now on 01-439 9635

CARRERAS LATHANE ASSOCIATES

FINANCIAL AND ACCOUNTANCY

PROJECT FINANCE EXECUTIVE

A major international contracting company has a requirement for an experienced Project Finance Executive to work in a department which arranges and markets finance for £200-million projects overseas.

This position will involve leading discussions with financial institutions and in generating new business opportunities through regular contact with potential clients, sources of funding and government agencies.

Aged 35/45 you should have at least 5 years' relevant experience at senior level, and appropriate qualifications.

This is a senior appointment and will carry an attractive remuneration package, including company car, and will include overseas travel.

Reply to BOX E23.

DREDGER OPERATOR

Experienced Dredger Master required for small Italian shallow water cutter suction dredger equipped with 12 cylinder turbo charged VN engine.

This position, based in Bahrain, will initially be on bachelor status for one year. Salary negotiable. Immediate start.

Please send detailed CV to: Mr C Kennett, Kennett Turner & Co Ltd, 59 Cadogan Street, London SW3 2QJ.

FINANCIAL AND ACCOUNTANCY

ACCOUNTANT (YOUNG)

£10,000. Suit recently qualified ACA with previous internal bank. Tremendous benefits package. Call Russell Brown at 01-439 9635. London South 291004. Birmingham 021-388 0201. Manchester 0202 233 599. Newcastle 0208 839 711. Cardiff 041-348 2948. Yorkshire 0535 23661. Huddersfield 0484 620006. Dublin 0001-00 23 04.

FINANCIAL AND ACCOUNTANCY

AT A CAREER CROSSROADS?

Hill Samuel Investment Services Ltd, require Executive and qualified accountants with a background in industry. Commerce or the Professions, to be trained to offer a wide range of Financial Services to Businessmen. Professional intermediaries and individuals.

Send CV to: David Hill, Hill Samuel Investment Services Ltd, 1 Maddox Street, London W1R 9WA. Or ring: 01-434 4553.

DIARY OF THE TIMES CLASSIFIED

Over 1.4 million of the most affluent people in the country read the classified columns of The Times. The following categories appear regularly every week, and are generally accompanied by relevant editorial articles. Use the coupon (right), and find out how easy, fast and economical it is to advertise in The Times Classified.

MONDAY Education: University Appointments, Prep. & Public School Appointments, Educational Courses, Scholarships & Fellowships. La Crème de la Crème.

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THURSDAY General Appointments: Chief Executives, Managing Directors, Directors, Sales and Marketing Executives and Overseas Appointments. Including a new classification for Financial and Accountancy Appointments.

FRIDAY Motors: A complete car-buyers' guide featuring established dealers and private sales. Business to Business: Selling property, franchises, equipment etc., to small and large companies or businesses.

SATURDAY Overseas Travel: Holidays abroad. Low cost flights. Cruises, Car hire, UK, Travel, Hotels, Cottages, Holiday Lets, Entertainment. Pen Friends: new classification for young readers to contact people with similar interests at home and overseas.

PERSONAL ASSISTANT / SECRETARY REQUIRED

Z&S Consultants Limited is a small company which provides specialised software and consulting services to the oil exploration and production industry. We require a personal assistant/secretary, with a degree or suitable alternative qualifications or experience. Duties to include office administration, secretarial and reception duties and computer administration. The candidate should be presentable, versatile and a non-smoker. Salary to be £7,000+, commensurate with experience.

Please write with full CV and contact telephone number to Z&S Consultants Ltd, 154 Brent Street, London, NW4 2DR. Closing date 13th June 1986.

MARK WARNER

A leading Tour Operator seeks a young, enthusiastic secretary for Reservations Department. Wide-ranging duties, include all annual seasonal tasks and reception work. This position would suit a college leaver with excellent typing skills (5/6 an hour), WP exp and a cheerful personality. This is a busy and demanding role but in return we offer £3,700 p.a., friendly modern offices and generous holiday concession.

Please apply in writing to: PERSONNEL DEPARTMENT, MARK WARNER, 20 KENSINGTON CHURCH STREET, LONDON W8 4EP.

PERSONNEL

Glossy Magazine Publishing House needs intelligent young secretary for its personnel department. Excellent typing, a penchant for administration, patience, discretion and a sense of humour essential. Opportunity to use WP. Modern offices with 450 staff.

Please Telephone Beverlie Flower on 439 0558

CHelsea Estate AGENTS

We need a young lady with good typing skills and knowledge of the City of London. Experience in property matters but not essential. Salary £2,500 p.a. NO AGENCIES. Tel 01-373 8423, ref CMB.

COLLEGE LEAVER MEDICAL

Opportunity to join postgraduate medical programme in Respiratory Dept as 3rd year secretary. Good typing and accurate 80 wpm shorthand will start you on a rewarding career. Will train WP. £3,500 neg.

COOL CALM & CAPABLE

Bright, cheerful, well trained for Farm and E. Gwyn's farm. Good typing, accuracy and attention to detail. An advantage of having a first class education. NO AGENCIES. Tel 01-833 1221 ref MB.

'A'-LEVELS? 17-23?

NO EXPERIENCE? We are a friendly company in action, looking for an intelligent person (living West London) for typing, proofreading, and general office duties. Excellent English essential. Tel Sally Jeffery 01-892 8847, 221 High Street, London W3 8BY.

SECRETARY/Client relations

Market Research - Covent Garden is the base for a small, expanding Market Research co who are seeking a people person with 'A' level education and skills 9/55.

Flexibility and enthusiasm for lots of variety. Gross train WP. £3,500.

SECRETARY £3,800 + for major

£3,800 + for major international firm. London office with lots of room. Travel arrangements, some WP. Call Mrs. G. H. Jones, 12 Maddox St. W1R 9WA. Tel 01-439 0777.

EXECUTIVE PERSONAL ASSISTANT

to work for Financial Director in a leading international company. Involved in all aspects of property finance, venture appraisal and investment. Insurance, health, pension, long term and general investment. 5 years experience. £12,000 per annum + benefits on schedule D basis. Basic salary to be reviewed for an interview in person. Tel 01-379 6201. NO AGENCIES.

PA / SEC 25K-30K/PA

with some exp. for newly appointed Financial Director of investment city co. High confidence, excellent communication and computer experience an advantage. Salary £25,000-30,000. Tel 01-439 8476.

SECRETARY £3,800 + for major

£3,800 + for major international firm. London office with lots of room. Travel arrangements, some WP. Call Mrs. G. H. Jones, 12 Maddox St. W1R 9WA. Tel 01-439 0777.

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Board must be firm rather than fierce

Ian Botham should know by tonight what cricket he may expect to play in the immediate future. Accompanied by his solicitor, Mr Alan Head, and one of Mr Head's partners, he will go to Lord's this morning to meet the disciplinary committee of the Test and County Cricket Board (TCCB) to answer four charges of "bringing the game into disrepute."

Not since June 23, 1977, when Mr Kerry Packer came face to face with the International Cricket Conference, has a meeting at Lord's attracted such attention. On that occasion Mr Packer, having failed to get what he wanted, said before leaving the ground: "I will take no steps to help anybody. From now on it is every man for himself and let the Devil take the hindmost." But Packer could afford to be more arbitrary than can Botham.

On a difficult legal wicket

In less contentious days, the years would come and go without the TCCB's disciplinary committee having even to be convened. Indeed, the good men and true who will hear today's case can little have thought when they were elect-

ed to it that they would one day find themselves going into action, as they do now, on a difficult legal wicket and before such a large and opinionated audience.

It is because of this that they will be chaired by the lawyer among them, Mr P R Bromage, from the Midlands, and joined by the board's legal adviser, Mr Alan Moses, QC. Being from Botham's county of Somerset, the usual chairman, Mr Colin Atkinson, headmaster of Millfield School, has stood down and will not be there. The other headmaster on the committee, Mr Dennis Silk, warden of Radley College, is tied up talking to parents - about the importance of discipline, I dare say - and he, too, will be missing.

Each county is asked to propose members for service on the various sub-committees of the TCCB, these being adjudication, county pitches, cricket, discipline, finance, public relations and marketing, overseas tours, registration, umpires, second XI and under-25 competitions, and the executive. Those hearing today's case may seem a curious assortment, but they will be there because their own counties thought them well fitted to seeing justice done and to upholding the best standards of the game.

Besides Peter Bromage, they will be: Dr J A Burnett, a retired general practitioner from Tenby, who was chairman of Worcestershire from 1979 until last year; Mr Spen Cama, a former president of Sussex and one of their trustees; Mr G E Craven, chairman of Glamorgan since 1984, a retired regional director of Barclays Bank and chairman

Allegations to answer

of the National Trust in Wales; Mr Eddie Crush, who bowled in-swingers for Kent from 1945 to 1949 before becoming the professional at Dover College; Mr Tony Cawdry, Yorkshire's chairman of finance and a specialist in insurance; Mr David Graveney, Gloucestershire's present captain and the representative on the disciplinary committee of the Cricketers' Association, whose treasurer he is; Mr Ken Graveney, father of David, elder brother of Tom and a former president of Gloucestershire; and Mr Alan Moss, who went into publishing after taking over 1,300 first-class wickets between 1950 and 1968, most of them for Middlesex but 21 for England. The hearing will be centred

on an article which appeared under Botham's byline in *The Mail on Sunday* earlier this month and contained an admission that he had smoked cannabis in his younger days. The four charges are: 1, arising from it are of bringing the game into disrepute by: 1, using cannabis; 2, admitting to have had cannabis; 3, denying in the past that he had used drugs; 4, making public pronouncements without the clearance of his county. The board may want to know more about various other allegations made in *The Mail on Sunday* on April 11, 1984, in the first article to link any of England's cricketers with the drugs scene, and they will not be unaware of Botham's previous warnings.

The disciplinary committee, who have full powers to act on the TCCB's behalf, will have to be careful not to lay themselves open to charges of restraint of trade, and vital as it is to stamp out the use of drugs in cricket the board must take some of the responsibility for what abuses there are because of their unconcern in the past. The game will be best served today by a firm rather than a fierce ruling, and an informed, hard-hitting statement. It has been done enough harm already without our having to lose Botham altogether.

Sunday deadline for Robson

From Stuart Jones, Football Correspondent, Monterrey

As England assembled for the final fixture of their World Cup build-up, against the reigning champions of the host country, only Bryan Robson and Lineker were not dressed for the part. They had to sit in the wings and watch their colleagues, all of whom were asked to be ready to share the stage with Monterrey.

Their exclusion yesterday afternoon was more significant than the game itself. There is no question that they would be included in Bobby Robson's strongest line-up and yet there is now more than some doubt as to whether they will be available for the opening tie here against Portugal on Tuesday.

Bryan Robson's Achilles tendon has suffered no adverse reaction after his lonely training sessions, which remain restricted to exercises, jogging and running up and down steps. But he had not even kicked a ball for a week until Tuesday when Norman Medhurst, the assistant physiotherapist and as enthusiastic as a schoolboy, offered to practise with him during a break in the England squad's activities.

Bobby Robson had hoped that his captain and namesake would be able to gallop around for at least half an hour to shake off the rust that inevitably has been gathering. It was, after all, the last opportunity

to give him an airing in an atmosphere that could be considered realistically competitive.

That target has not been reached. "If he had maintained his progress, he would have been in for 30 minutes," Bobby Robson said. "He could do with a match but he is not ready. There have been no setbacks but he cannot go full out yet. When he reaches three-quarters pace, something tells him to ease up."

"I wanted him to play but I'm afraid I've had to give that up. I am not prepared to risk Portugal's World Cup squad yesterday called off their strike over a pay dispute and so avoided the threat of being sent home. Demands for more money were rejected by the Federation, whose spokesman said that the protest was abandoned because of an appeal by the Portuguese President.

him. He is one of the greatest players in the world. We have had to do without him recently and we have done quite well but it is difficult to replace him completely."

In his absence, England have confirmed that they can cope adequately. They are also accustomed to being without their incomparable leader. Of the seven internationals that have taken place since qualification for Mexico was as-

sured, he has missed five of them. They include the draw against Northern Ireland and the victory over Scotland at home and the triumph in Egypt, 4-0, and in the Soviet Union and in Canada, both by 1-0.

Yet Bryan Robson, whose ruthless determination is wrapped tightly within the solid muscle of his frame, is one of the most feared and fearsome individuals in the finals and his presence, physical and psychological, is vital. For the mental lift it would give England alone, he may yet be thrown in initially against the Portuguese. The deadline for a decision has been set for Sunday.

Lineker's chances of being fit by Tuesday are put no higher than "reasonable." His wrist injury is still "very painful." With 40 goals to his credit last season, he is England's sharpest weapon. Beardley's creative contribution would be potentially as effective but he does not score as many goals. He partnered Dixon for a change at the start yesterday and Barnes was invited to take over Waddle's position on the flank in a match that gave the under-studies a chance to assume a starring role.

Hodge, who may appear in the finals more often than anybody had foreseen, was joined in midfield by Reid and Steven.

British hoping to match French

By Jenny MacArthur

With the world show jumping championships only six weeks away, the British team will have a chance of seeing how they measure up against the French, no 1 team at the Everest Double Glazing Nations Cup meeting which begins at Hickstead, in East Sussex, today.

The French, holders of the world championship title, are on form and, with Frederic Cottier, Philippe Rozier and Pierre Durand, all competing on their top horses, the British will have little room for error if they are to achieve a second successive win in Sunday afternoon's Nations Cup event.

Nick Skelton and John and Michael Whitaker, who returned from their successful Spanish trip only yesterday, are all on the British short-list of six from which the Nations Cup team will be picked. Skelton will ride Raffles St James, John is giving the the promising Next Milton an outing and Michael partners Next Warren Point.

Malcolm Pyrah, who was with these three in Spain, will not be competing. His top horse, Towerlands Anglezarke, has an aversion to the Hickstead water fence and, having competed somewhat reluctantly at this meeting a year ago, the selectors are this time allowing him to miss it and follow his own training programme up to the world championships.

Janet Hunter, now under Ted Edgar's watchful eye at the Everest Stud in Warwickshire, and Philip Heffer, with Viewpoint, are the two youngest riders on the short list, which also includes Robert Smith, with Olympic Video.

The selectors are anxious to give Heffer and Miss Hunter more international experience and there is nowhere better than the Hickstead arena to gain that experience. "If a horse jumps well at Hickstead," Ronnie Massarella, the team manager, said last week, "you know he can take on any course in the world." Earlier this month Miss Hunter and Lisannarrow helped the British team to third place at the Lucerne Nations Cup in Switzerland.

Of the other four teams competing at Hickstead, West Germany and The Netherlands, who last year finished second equal, are both fielding strong sides. Rob Ehrens leads the Dutch and Paul Schockemöhle, the triple European champion, with Deister, front-runners for a place at the world championships, head the West German team. His fellow riders include Jürgen Kenn and Bernard Kemps with the powerful Argonaut. Ireland have Eddie Macken at the helm and Italy, now trained by Marcel Rozier, the former French team manager, are fielding a team of young riders.

In addition to the Nations Cup there are seven other international classes at the meeting, including Saturday afternoon's Grand Prix worth £9,000 to the winner. Among the British riders who are competing are David Bowen, fresh from his Grand Prix victory on Hawk in Madrid, and Liz Edgar.



The tops: Rice claims Prichard as one of his five wickets during the Benson and Hedges Cup quarter-final at Chelmsford yesterday (Photograph: Chris Cole). More cricket, page 38

TENNIS

Graf on an upward curve

From Rex Bellamy, Tennis Correspondent, Paris

Steffi Graf, aged 16 years and 11 months, is a full-time tennis player who packs schoolbooks in her luggage. They mostly concern biology, geography and her native German literature. Recently she has not had much time for all that. Miss Graf has not been beaten since March and, nine days hence, could take over from Christine Truman as the youngest French champion.

Miss Graf has won four consecutive tournaments and, in the process, has beaten the three most recent French champions: Chris Lloyd, Martina Navratilova, and Hana Mandlikova. This week she has lost a total of three games in two matches. Yesterday's victim was another biology student, Gretchen Rush of Pennsylvania, who swiftly found herself struggling to win points, never mind games.

Miss Rush was smart and diligent. She moved fast and played well. But she was helpless. If Miss Rush had Miles Kingston's mastery of franglais she might reasonably have committed herself to the thought, Bourrez Ceci Pour Une Alouette (stuff this for a lark).

"I'm playing really well at the moment and I'm in good shape," Miss Graf said. She ascribed her recent advance to confidence, particularly on the

forehand. "I have the confidence to hit it really hard. But I think it's a little too early for me to win the title. Martina and Chris are hard to beat in the grand slam tournaments. It would be really good to get to the semis. Next year, I don't know..."

These comments were relayed to her scheduled opponent in a semi-final, Mrs Lloyd, who responded: "She's smart to say that, because it takes a bit of pressure off her. But I think she could win the tournament. She has won the last four and beat Martina and me in straight sets. That makes it more interesting for everybody. Martina and I have been carrying the load for a few years now, not that I'm complaining, I've enjoyed it."

Results, page 38

"I don't remember Steffi being an average player. She has always been tough and there has been a major improvement in her backhand. I'm impressed with her moving. She is one of the fastest players on the tour and gets to everything."

Johan Kriek is playing here for the first time since 1979, when he was beaten in the first round by an ambidextrous Czechoslovak called Pavel Hnuka. Yesterday Kriek won 6-1, 6-3, 5-7, 6-3, against the

tallest player of the circuit, the 6ft 7½in Milan Srejber, a compatriot of Hnuka's. Kriek could be excused for regarding Czechoslovaks as an eccentric breed: ambidextrous, monstrous, or anything else outside the norm.

Kriek now has a moustache (something else different). He is a muscular, bouncy little chap with an off-beat sense of humour that may have inspired his persistent lobbying: not the obvious thing to do against an opponent who rises 6ft 7½in above the earth's crust. "I played unbelievably well for the first two sets," Kriek said, "and the lobs paid off." Srejber, aged 22, may be worth attention at Wimbledon. He was a nobody until he beat Boris Becker in February. Now he ranks 34th in the world.

Britain's last two contenders in the singles both had American opponents. The British No.1, Annabel Croft, had three points for a 4-1 lead in the third set but was beaten by Pam Casale, Anne Hobbs, the national champion, had a 6-3, 6-4 win over Niurka Sodupe, of Miami, aged 17, whose exotic name arises from mixed South American stock. The strange thing is that Miss Hobbs, who has been pestered by illness and injury, had not won a singles match this year until she arrived in Paris but is now in the last 32

SPORT IN BRIEF

Jobbing chosen

Karen Jobling, of Yorkshire, who was banned for a year from the England women's cricket team following an unofficial tour of South Africa last winter, has been chosen to play for the WCA President's XI against the Indian women at Gunnersbury on June 11. One of the original reasons given for the ban was that it might jeopardize the tour by India, which starts on June 8.

Trophy blow

The International Cricket Conference (ICC) Trophy for associate members has suffered major disruption with the withdrawal of Singapore, because of the late non-availability of some players, and the expulsion of West Africa for failing to clarify their entry (Michael Berry writes). Group A will now comprise seven teams instead of the original nine, but it is hoped that all matches involving the two countries, including the many friendly fixtures, will be fulfilled by either a Select XI made up of associate member players or a Welsh Cricket Association side.

Garrido case closed

No further action is to be taken against Antonio Garrido, the Spanish golfer, who is disqualified from the second round of the Madrid Open last month. Garrido was accused by his marker, Paul Way, of inaccurately replacing his ball on the greens. John Paramor, director of Tour Operations, said after a PGA tournament committee meeting yesterday: "In my opinion the action of Garrido was not deliberate and the case is now closed."

Garrido is excused

Middlesbrough, who have been threatened with expulsion by the Football League should they go into liquidation and form a new company, are prepared to take their case to court if necessary. The third division club have taken legal advice and now claim their scheme should be accepted by the League if it is by the court and their creditors. The club's directors stood down following the appointment of a provisional liquidator. Middlesbrough face huge debts but owe less than £50,000 to other football clubs.

Seoul prepares

Construction has been completed of a huge sports complex and an athletes' village, capable of housing 5,000 people, for September's Asian Games in Seoul. The complex, which occupies an area of 2.9 million square metres, has a park, a velodrome, three gymnasia, an indoor swimming pool and tennis courts. Another sports complex, with a 100,000-seat main stadium, was opened in 1984. Many of the facilities will also be used for the 1988 Olympic Games.

Court appeal

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Africans set to turn on Britain

DAVID MILLER

The four British associations, who founded the game, are once again under pressure from the third world members at today's FIFA congress. Guinea, supported by the former British protectorates of Somalia and Tanzania and also Zambia will propose that Britain should have only one collective vote at future congresses, though they concede that for "historic reasons" the four associations should be allowed to compete separately in the World Cup and other competitions.

It has quietly been put to the Africans that they should withdraw this motion, which will anyway probably fail, though more closely than on previous occasions when British traditional place within the world administration has been challenged. It has been pointed out that they will cost Africa four valuable votes in subsequent African interest in the years ahead. Guinea are also proposing to alter the required voting majority from three quarters to two thirds.

Additionally, the African group proposes to abolish Britain's existing right to one FIFA vice-president, and the Soviet Union's right - agreed in 1947 - and to merge the two into "four European vice-presidents" instead of the present two. They also propose to increase the membership of the executive committee from 12 to 19 to encompass additional members from Africa, Asia and South and Central America.

Loss of unity hits Britain

The march towards political power in sport by the third world, irrespective of achievements, is unlimited. It has been fostered, of course, by the expansionist attitude in their favour by John Havelange, the FIFA president, who is today unopposed for a fourth period of office (see page 8). As yet, Havelange has firmly upheld Britain's position of having four places, equal to FIFA's four, on the International Board, which governs the laws. Yet a vacuum is developing beneath Havelange on the executive with no obvious successor in the making. When Havelange retires, or should he be taken seriously ill - he was 70 this month and is at present extremely fit - it is possible that an African or Asian, such as Oyo Oyo, of Nigeria, or Haji Husain, of Malaysia, could come to power.

Already Britain is beginning to discover the disadvantage of their loss of unity with the termination of the British championship, a decision made wholly, and foolishly, on the doubtful financial ground that England and Scotland could make more money for themselves from other friendly matches.

Compromise plan for Olympics

FIFA confusion over eligibility for the Olympic tournament continues. The East-West ideological battle continues, as within the International Olympic Committee itself, on professional status. There are two proposals today to be considered for the Olympics of 1992. The first is jointly by the executives and the Soviet Union - the executive being included here to the Soviets - that all who play for financial gain should be ineligible. If this fails, which it will, the executive proposes that eligibility should exclude those in Europe and South America who have played in the World Cup finals: not, therefore, excluding those who play in the qualifying competition, which admits all the amateur countries such as Iceland who have no professional status and cannot administratively run separate World Cup and Olympic squads. And, of course, the Africans!

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CYCLING
Ugrumov leads Milk Race

By John Wilcockson

A brave, powerful ride through the Yorkshire Dales earned the Soviet rider, Petr Ugrumov, leadership of the 29th Milk Race yesterday afternoon, despite losing stage 3A to the British professional, Malcolm Elliott, of the ANC-Halfords' team. It was Elliott's eleventh Milk Race stage victory in four years.

He made his winning effort on the final lap of a tough, five-mile finishing circuit at Harrogate after looking a beaten man for much of the 75-mile stage from Barnard Castle.

Ugrumov was the rider who set the race alight. He was first to the windswept summit of a climb called The Stang after three miles, and second to Peter Sanders of the Bilton-Condor team at the top of Greet's Moss, an even longer, steeper ascent 10 miles later.

Then, racing into the westerly wind in Wensleydale, the 25-year-old rider from Riga, spearheaded an attack with two other amateurs, Johnny Wetz, of Denmark, and Miroslav Sykora, of Czechoslovakia, and two professionals, Jan Koba, of Peugeot, and Hans-Henrik Oerstedt, of Falck.

The five raced rapidly away over Kildstones Pass and down in Wharfedale, but when their lead was three minutes 19 seconds entering Threshfield, they were led off course by the pace car and lost an estimated 40 seconds.

STAGE 3A (Barnard Castle to Harrogate, 75 miles): 1. Elliot (ANC), 2. Wensleydale (Peugeot), 3. P. Ugrumov (USSR), four same time.

OVERALL: 1. Ugrumov, 5th 20min 55sec; 2. Elliot, at 18 sec; 3. S. Sutton (Falck), at 21 sec.

Jobbing chosen
Karen Jobling, of Yorkshire, who was banned for a year from the England women's cricket team following an unofficial tour of South Africa last winter, has been chosen to play for the WCA President's XI against the Indian women at Gunnersbury on June 11. One of the original reasons given for the ban was that it might jeopardize the tour by India, which starts on June 8.

Trophy blow
The International Cricket Conference (ICC) Trophy for associate members has suffered major disruption with the withdrawal of Singapore, because of the late non-availability of some players, and the expulsion of West Africa for failing to clarify their entry (Michael Berry writes). Group A will now comprise seven teams instead of the original nine, but it is hoped that all matches involving the two countries, including the many friendly fixtures, will be fulfilled by either a Select XI made up of associate member players or a Welsh Cricket Association side.

Garrido case closed
No further action is to be taken against Antonio Garrido, the Spanish golfer, who is disqualified from the second round of the Madrid Open last month. Garrido was accused by his marker, Paul Way, of inaccurately replacing his ball on the greens. John Paramor, director of Tour Operations, said after a PGA tournament committee meeting yesterday: "In my opinion the action of Garrido was not deliberate and the case is now closed."

Court appeal
Middlesbrough, who have been threatened with expulsion by the Football League should they go into liquidation and form a new company, are prepared to take their case to court if necessary. The third division club have taken legal advice and now claim their scheme should be accepted by the League if it is by the court and their creditors. The club's directors stood down following the appointment of a provisional liquidator. Middlesbrough face huge debts but owe less than £50,000 to other football clubs.

Seoul prepares
Construction has been completed of a huge sports complex and an athletes' village, capable of housing 5,000 people, for September's Asian Games in Seoul. The complex, which occupies an area of 2.9 million square metres, has a park, a velodrome, three gymnasia, an indoor swimming pool and tennis courts. Another sports complex, with a 100,000-seat main stadium, was opened in 1984. Many of the facilities will also be used for the 1988 Olympic Games.

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